

Devoted to the construction and operation of better grain handling plants.

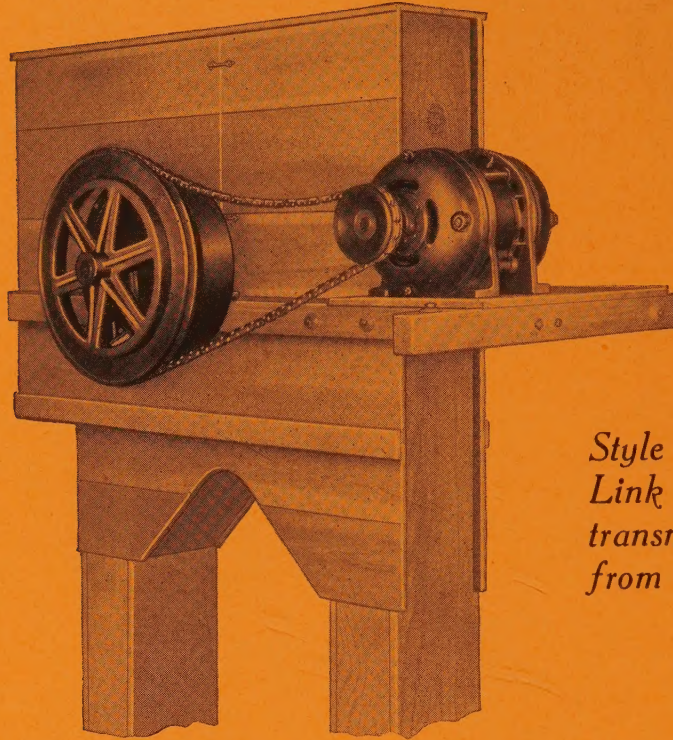
Use  
*Universal*  
*Grain Code*  
and reduce your telegraph tolls.

Prepared especially for the grain, millfeed and field seed trades.

It is arranged alphabetically and contains no ambiguities.

150 pages, size  $4\frac{5}{8} \times 7\frac{1}{8}$  inches. Bound in flexible leather, \$3.00; Board covers, \$1.50, or in dozen lots, cash with order, \$12.00 f. o. b. Chicago. Address Grain Dealers Journal, 309 South LaSalle Street, Chicago, Illinois.





*Style A Drive with  
Link V Belt for  
transmitting power  
from motor.*

## ***The* STRONG-SCOTT Combined Elevator Head Drive and Backstop**

*Note these important features—*

- (1) Strong-Scott Automatic Backstop. Instantly and positively **STOPS** the leg, preventing it from running backwards; instantly releases the leg the moment it starts in the proper direction. No jerks. This automatic feature alone will pay for the drive many times over.
- (2) Driven either by belt, Morse Silent Chain or leather Link V belt, direct from a motor. Made in three styles to suit all conditions.
- (3) All moving parts run in bath of oil.
- (4) Drive can be taken up to cupola on a manlift. Nothing to assemble when it reaches there. Low installation cost.

*Write for additional information.*

***Everything for Every Mill and Elevator***

**The Strong-Scott Mfg Co.**  
Minneapolis Minn.      Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Great West Mill & Elevator Co., millers, grain drrs.\*  
Hardeman-King Co., millers and grain dealers.\*  
Henderson Grain Co., grain merchants.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Leeson Grain Co., Inc., consignments.  
McConnell Grain Corp., commission & brokerage.\*  
McKillop, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### CAIRO, ILL.

Board of Trade Members.

Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.\*  
Wilder-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.

Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.\*  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Doern-Searritt-Hannah Co., commission merchants.\*  
Doyle & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Hubbard, Warren & Chandler, stocks, bonds, grain, etc.\*  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

### CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.\*

### CINCINNATI, O.

Board of Trade Members.

Cleveland Grain & Mfg. Co., grain merchants.\*  
Early & Daniel Co., grain, hay, feed.\*  
Scholl Grain Co., grain merchants.\*

### CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. L., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Dal-Tex Grain Co., stock and poultry feed.\*  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.\*

### DANA, IND.

White, E. O., buyer all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Hight Elevator Co., grain merchants.\*

\*Members Grain Dealers National Association.

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

### DES MOINES, IA.

Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., merchants.\*

### DETROIT, MICH.

Board of Trade Members.

Caughy Co., Frank T., grain merchants, feed mfrs.\*  
Blinn, Fred W., grain dealers.\*

### DODGE CITY, KANSAS.

Board of Trade Members.

Christopher & Co., B. C., consignments & futures.\*  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members

Enid Terminal Elevator Co., public storage.\*

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Bailey, Frank, corn, maize, oats, mill feeds.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Claborn, H. L., mgr. J. S. Bache & Co., futures.  
Collins Grain Co., hay, grain, alfalfa meal.  
Dorsey Grain Co., strictly brokers, consignments.  
Exchange Commission Co., consignments, commission.  
Ft. Worth Elevators & Wngs. Co., public storage.  
Gladney Grain Co., consignments.\*  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co. of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Simons Grain Co., J. A., Texas oats, sorghum specialists.  
Smith-Ingraham Grain Co., domestic, export consignments.  
Texas Grain & Seed Co., milo, kafir, red oats.  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consignments.\*  
Universal Mills, "Superior Feeds."

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Jockusch, Julius W., grain exporter.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.

### GREEN BAY, WISC.

Calliari Brothers, grain, hay, mill feed.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Howard, W. A., grain broker.

### HOUSTON, TEXAS.

Merchant Exchange Members.

American Mail Flour Mills, mfg. gr., exporters.  
Bache & Co., J. S., stocks, bonds, all commodities.  
Beatty-Archer Co., grain brokers only.\*  
Downman Grain & Hay Co., E. C., gr. fd., hay.\*  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co. S., grain, c/s products, rice, b/p.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Malbucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scollar-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Uhlmann Grain Co., grain merchants.\*  
Urdike Grain Corp., consignments.\*  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mrd. & m. fd

### LITTLE ROCK, ARK.

Grain Exchange Members.

Eggleston Co., brokers-handlers grain and hay.  
Farmer Co., E. L., brokers, grain and mill feed.  
Porbeck Bkg. Co., Geo. F., grain, feed ingredients.  
Satterwhite Bkg. Co., grain, feedstuffs, grain products.

### LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Grain Co., recvrs. shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.\*  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain merchants.\*  
Buxton, E. E., broker and commission merchant.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members

Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Archer-Daniels-Midland Co., grain dept.  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
Scroggins Grain Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'oats.  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.  
Jones & Co., M. B., buyers—quote us.\*

## NORTH PLATTE, NEBR.

Leyboldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Folsom Grain Co., mill wheat specialists.  
Mcannell Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co., wheat, corn, oats, kafir.\*  
White-Elchert Grain Co., coarse grain, field seeds  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Udike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Bewen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*

## PEORIA (Continued)

Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members

Jordan Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, corn, oats, kafir, hay.

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. O. Martin Co., grain commission.  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Pleker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
C. A. King & Co., The, grain, seeds, cash, futures.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Dertj Grain Co., wheat, corn, oats, and millfeed.\*

## WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.\*

## WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.  
Baker Grain Co., The A. F., wheat, corn, oats, kafir.  
Blood Grain Co., I. H., receivers and shippers.  
Brady Grain Co., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wheat, corn, oats, kafir.  
Wichita Terminal Elevtr. Co., general elevtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whrs, gr. and seeds.\*

\*Members Grain Dealers National Association.

# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

### Houlton Grain Co.

Wholesale Grain.  
Get in touch with us.

### O. M. Kellogg Grain Co.

Receivers shippers of all kinds o grain.

### The Conley-Ross Grain Co.

Wholesale Grain.

### Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.  
38th and Wynkoop Sts.

### The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

### Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Grain Exchange  
Members

# OMAHA

Grain Exchange  
Members

Corn—Wheat—Natural and Sulphured Oats and Barley  
RECEIVERS and SHIPPERS

## UPDIKE GRAIN CORPORATION

Elevator Capacity 4,600,000 Bushels  
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

CROWELL ELEVATOR COMPANY  
OMAHA

Receivers and Shippers

## GRAIN

Consignments Solicited



Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

### Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

|  |  |
|--|--|
| 20,000 to 107,950 lbs. to bushels of 32 lbs. |  |
| 20,000 " 74,950 " " " " 34 "                 |  |
| 20,000 " 96,950 " " " " 48 "                 |  |
| 20,000 " 118,950 " " " " 56 "                |  |
| 20,000 " 118,950 " " " " 60 "                |  |

Pounds in red ink; bushels in black. Linen ledger paper reinforced, bound in flexible karatol with marginal index. Price \$2.50, weight 6 ozs.

GRAIN DEALERS JOURNAL  
309 So. La Salle Street CHICAGO, ILL.

### CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

## GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice Milling Wheat and Rye Selected by Expert Buyers. Own and Operate Elevator "L"

### HALLET & CAREY CO.

#### Grain Merchants

Minneapolis Duluth Winnipeg

### Fraser-Smith Co.

#### GRAIN

Minneapolis - Milwaukee Cedar Rapids

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

### P. B. and C. C. Miles

Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commission Our Specialty

Turner-Hudnut Company  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

Rumsey, Moore & Co.  
Solicits Your Consignments  
Board of Trade Peoria, Ill.

W. W. DEWEY & SONS  
COMMISSION MERCHANTS  
33-35 Board of Trade PEORIA, ILL.

There is no better time to advertise than the present. Better start before your competitor Writethe JOURNAL today.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

McConnell Grain Corporation  
Strictly Commission and Brokerage  
Buffalo, N. Y.

"All Your Needs in Grain and Feeds"  
SUNSET FEED AND  
GRAIN CO. Inc.  
Chamber of Commerce :- Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

Send your consignments to  
Seymour-Wood Grain Co.  
BUFFALO, N. Y.

LEESON GRAIN CO., INC.  
Buffalo, N. Y.  
Returns within 24 hours after grain is unloaded  
We Solicit Your Consignments

J. G. McKILLEN, INC.  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

Produce Exchange  
Members

## TOLEDO

Produce Exchange  
Members

### JOHN WICKENHISER & CO.

Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

### The C. A. King & Co.

RING "KING"

GRAIN—SEED—CASH—FUTURES

Has stood the test of  
Prosperity and  
Adversity

Reliable Service on  
Consignments & Futures  
Since 1887  
H. W. De Vore & Co.  
Toledo, Ohio

SOUTHWORTH'S WEEKLY  
REVIEW  
Covers GRAIN, SEED AND COTTON  
It is FREE to all within our business range  
SOUTHWORTH & CO.

Enjoy reading the Grain Dealers Journal at all times.—Eddy B. Reed, Reed Grain & Mfg. Co., Charles Town, W. Va.



Board of Trade  
Members**CHICAGO**Board of Trade  
Members

Special Wire and Salesman Service

**LAMSON BROS. & CO.**

166 W. Jackson Blvd. Chicago, Ill.

**WHEAT, CORN  
OATS, RYE  
BARLEY, SEED****James E. Bennett**GRAIN  
PROV'NS  
SUGAR**& Co.**STOCKS  
BONDS  
RUBBERMEMBERS  
CHICAGO BOARD OF TRADE  
AND ALL PRINCIPAL EXCHANGES

— PRIVATE WIRES —

*Ask for Bids***WHEAT, CORN, OATS,  
RYE, BARLEY, SEEDS****CONSIGNMENTS**and orders in Futures Solicited and  
properly cared for in all Leading MarketsST. LOUIS      KANSAS CITY  
Merchants Exchange      Board of Trade

INDIANAPOLIS

717 Board of Trade

PEORIA      CAIRO  
11 Board of Trade      403 Board of Trade  
332 So. LaSalle St. Chicago*We want your business not later  
—but today*Especially Consignments  
**GRAINS ALL WAYS****McKENNA & STRASSER**  
60 Board of Trade, Chicago**CHICAGO GRAIN & SALVAGE CO.**

Dealers in

**Salvage Grain**

Grain, Feeds, Etc.

WRITE OR WIRE

1911 N. Laramie Street

Chicago

**E. W. BAILEY & CO.**

72 Board of Trade, CHICAGO

**Commission Merchants**Receivers and Shippers of  
**GRAIN, SEEDS, PROVISIONS**The Grain Dealers Journal is a first-  
class publication.—Albert W. Orr, Kansas  
City, Mo.**JOHN E. BRENNAN & CO.** GRAIN and SEEDS  
COMMISSION MERCHANTS CHICAGO**DOERN-SCARRITT-HANNAH CO.**Formerly POPE & ECKHARDT CO.  
COMMISSION MERCHANTS

111 W. Jackson Street

Consignment and your offers of Grain To  
Arrive will always receive close attention.**J. C. SHAFFER GRAIN CO.**

Grain Merchants

111 W. Jackson Boulevard  
Chicago, Ill.**Clement Curtis & Co.**The Rookery Bldg., Chicago  
Members of all principal Exchanges.  
Private wire service to all leading cities  
in this country.**Harris, Winthrop & Co.**11 Wall Street, New York  
The Rookery, Chicago**GRAIN COMMISSION**

Members of Principal Exchanges

**LOGAN & BRYAN**4th FLOOR, BANKERS BLDG., CHICAGO  
Branch Office, Congress Hotel

BROKERS

Stocks, Bonds, Cotton, Grain, Copper  
Sugar, Cotton Seed Oil, Provisions

Private Wires Atlantic to Pacific

**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

*For Best Results Ship Your Grain and Seeds to***J. H. DOLE & COMPANY**

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street

CHICAGO, ILL.

**BARTLETT FRAZIER Co.** GRAIN MERCHANTSF. C. Austin Bldg.  
CHICAGO*Established Over Forty Years***Hulburd, Warren & Chandler**

208 S. La Salle St., Chicago

Stocks Bonds Grain Cotton

**CARHART CODE HARWOOD CO.****Grain Commission**

Board of Trade

CHICAGO

**Cross, Roy, Eberhart & Harris**

Incorporated

Postal Telegraph Building, Chicago

**GRAIN COMMISSION***We Specialize in Hedging and Spreading Operations  
Between Terminal Grain Markets*

Say you saw it in the

**Journal**When you write our advertisers  
Thanks**Stratton Grain Company**

Grain Merchants

Continental Bank Building  
Chicago, Ill.



Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

### CIPHER CODES

We carry the following cipher codes in stock and can make prompt delivery.

Universal Grain Code, board cover...\$1.50  
Universal Grain Code, flexible leather 3.00  
Robinson's Cipher Code, leather..... 2.50  
Miller's Code (1917), cloth..... 2.00  
Cross Telegraphic Cipher Code..... 3.50  
A. B. C. Code, 5th Ed., with sup.....20.00  
Baltimore, Export Cable Code.....15.00  
Bentley's Complete Phrase Code.....15.00  
Riverside Flour Code, Improved, 6th Edition.....12.50  
Calpack Code (1923).....10.00

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. La Salle St. Chicago, Ill.

### PICKER & BEARDSLEY COMMISSION CO.

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY, GRASS SEEDS, KAFIR, MILO

125 MERCHANTS EXCHANGE BLDG.

ST. LOUIS, MO.

### Nanson Commission Co. GRAIN, HAY and SEEDS

202 Merchants Exchange Bldg., ST. LOUIS, MO.

### LANGENBERG BROS. GRAIN CO. St. Louis New Orleans

Established 1877

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

Handling  
Consignments  
and Futures  
49 Years

### B. C. Christopher & Co.

KANSAS CITY MO.

Buyers and  
Shippers Kaffir,  
Feterita, Milo  
Maize, Mill Feed

### DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade

Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"

6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

### UHLMANN GRAIN CO.

Board of Trade - - Kansas City  
87 Board of Trade - - Chicago  
N. P. Anderson Bldg. - Fort Worth, Tex.  
Produce Exchange - New York City  
Operators of Katy Elevator, 2,300,000 bushels capacity, at Kansas City

### WOLCOTT & LINCOLN

Incorporated

Operating Alton Elevator

CONSIGNMENTS

Future orders executed in all markets

1407-10 Board of Trade, Kansas City

Hutchinson, Kans.

Salina, Kans.

Wichita, Kans.

Pratt, Kans.

WHEAT  
and  
OATS

### NORRIS GRAIN CO.

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY

### CONSIGN

ERNST-DAVIS COM. CO.  
Kansas City

### A. C. DAVIS GRAIN CO.

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited

KANSAS CITY, U. S. A



### SHANNON GRAIN COMPANY

CONSIGNMENTS

1124 Board of Trade

KANSAS CITY, MO.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

Board of Trade  
Members

## CINCINNATI

Board of Trade  
Members

SCHOLL GRAIN CO.  
Grain Merchants

### THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS

STORAGE CAPACITY 2,500,000 BUSHELS



Grain and Hay  
Exchange Members**PITTSBURGH**Grain and Hay  
Exchange Members

**HARPER GRAIN CO.**  
Wabash Building  
*Modern elevator facilities  
at your command.*

I have read your Journal since 1901 and  
always find it very instructive. The con-  
tacts it brings are always very pleasant.  
—J. K. McGonagle, Washta, Ia.

**SAMUEL WALTON CO.**  
EMPIRE BUILDING      PITTSBURGH, PA.

*Established 40 Years*  
RECEIVERS AND SHIPPERS  
GRAIN, HAY, STRAW AND FEED

**JESSE C. STEWART CO.**  
GRAIN and FEED  
Own and Operate the  
IRON CITY GRAIN ELEVATOR  
PITTSBURGH, PA.  
Branch Office at Clarksburg, W. Va.

ESTABLISHED 1872  
**R. S. McCAGUE, Ltd.**  
*Receivers and Shippers*  
Corn, Oats, Hay and Mill Feed  
PITTSBURGH, PA.

**RECEIVERS, SHIPPERS AND BROKERS**

**Barnes-Ames Co.**  
GRAIN MERCHANTS  
Duluth      New York

**E. H. BEER & CO., INC.**  
Successors to  
Chas. England & Co., Inc.  
GRAIN—HAY—SEEDS  
*Commission Merchants*  
308-310 Chamber of Commerce, Baltimore

**E. A. Grubbs Grain Co.**  
Milling    Wheat    Corn    Oats  
*Wire for Prices*  
Greenville - Ohio

**L. W. FORBELL & CO.**  
*Strictly Commission Merchants*  
Specialists in WHEAT, CORN, OATS  
Consignments Solicited  
340-342 Produce Exchange, NEW YORK, N.Y.

**GORDON GRAIN CO.**  
CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO.

Send Your Offerings to  
**THE ABEL-WHITMAN COMPANY, Inc.**  
Grain-Feed-Brokerage      511 Produce Exchange, New York, N. Y.

I have read the Grain Dealers Journal  
for about 25 years. Not so bad. I would  
miss being without it.—Fred Kalmbach,  
North Baltimore, O.

## "Eureka - Invincible" Grain & Seed Cleaners and Feed Manufacturing Equipment



**S. HOWES CO., Inc.**

**INVINCIBLE GRAIN CLEANER CO.**  
SILVER CREEK, N.Y.



**"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY**

### Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 2 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

### You Can Sell Your Elevator

by advertising directly  
to people who want to  
buy, by using a

**Grain Dealers Journal  
Want Ad.**



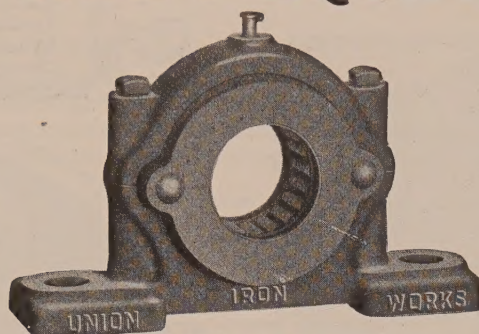
IMPORTANT

ANNOUNCING

IMPORTANT

# HYATT ROLLER BEARING

WESTERN  
SHELLERS AND CLEANERS  
AND  
LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING  
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

**UNION IRON WORKS, DECATUR, ILL.**

## Have You Adequate Weighing Facilities?

You are gambling with your profits if you haven't, because neither receiver nor carrier will recognize your weights unless you can demonstrate the adequacy of your equipment.

### RICHARDSON AUTOMATIC GRAIN SCALES

are adequate because they can, when correctly operated, be found to

1. Check, with inimitable closeness, with the finest supervised carload hopper scales in same elevator.
2. Check with finest known tolerance for cross town movements with supervised honestly-operated Hopper or Track scales on cross town cars.
3. Check with supervised honestly-operated Carload hopper scales at distant terminal within the same tolerance allowed between two carload hopper scales at two of the best markets, provided no leakage, theft or transfer occurs en route.

*Equip for honest weighing and get all that's rightfully yours!*

### RICHARDSON SCALE COMPANY

Clifton, New Jersey

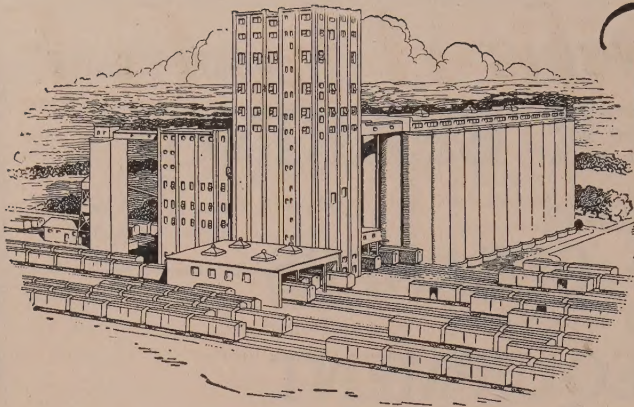
CHICAGO

WICHITA

OMAHA

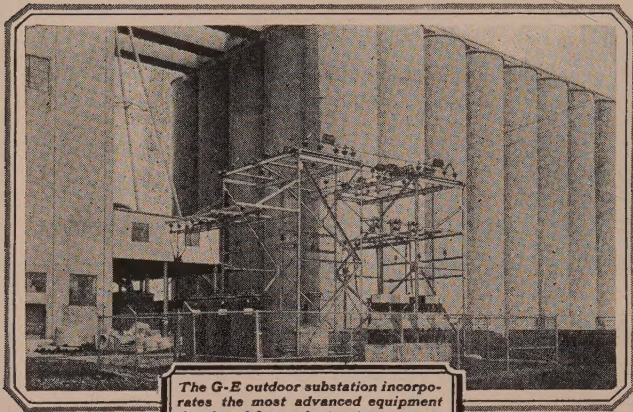
MINNEAPOLIS



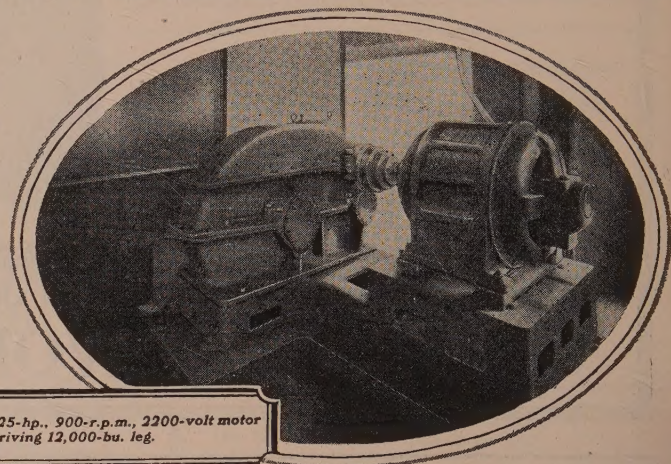


# The New STALEY ELEVATOR

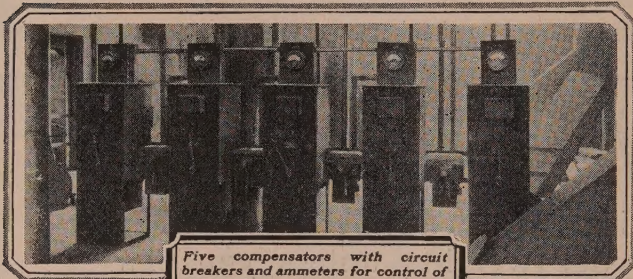
Capacity: 3,000,000 bushels  
Location: Decatur, Illinois  
Designer & Builder: Folwell-Ahlskog Company  
Owner: A. E. Staley Mfg. Company



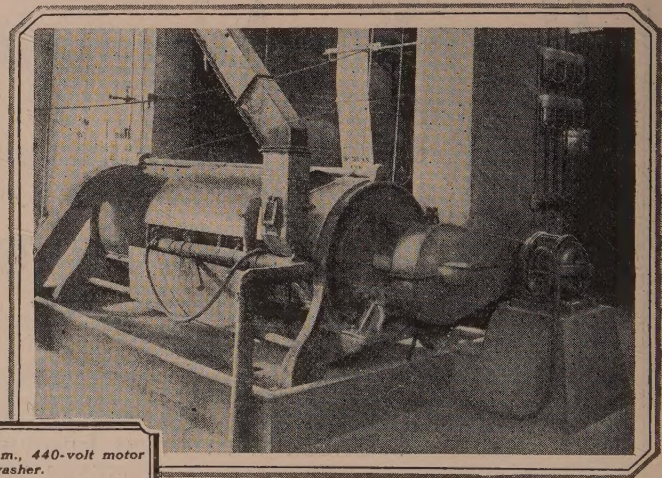
The G-E outdoor substation incorporates the most advanced equipment developed for such structures.



125-hp., 900-r.p.m., 2200-volt motor driving 12,000-bu. leg.



Five compensators with circuit breakers and ammeters for control of 2300-volt motors on the head floor.



10-hp., 1200-r.p.m., 440-volt motor driving a grain washer.

Apply the proper G-E motor and the correct G-E controller to a specific task, following the recommendations of G-E specialists in electric drive, and you have G-E Motorized Power. Built in or otherwise connected to all types of industrial machines, G-E Motorized Power provides lasting assurance that you have purchased the best.



**Motorized Power**  
*-fitted to every need*

**GENERAL ELECTRIC COMPANY, SCHENECTADY, NEW YORK**



# Completely Electrified by G.E.

Again General Electric was called in to electrify one of the nation's newest and most modern elevators—the new 3,000,000-bushel elevator of the A. E. Staley Manufacturing Company, Decatur, Illinois.

Twenty-two hundred horsepower in motors was installed—the motors ranging in size from 5 horsepower for the sacking machines to 175 horsepower for the big 25,000-bushel receiving legs. All motors of 25 hp. and over are on 2200-volt circuits—all motors below 25 hp. are on 440 volts. The 2200-volt motors are controlled by enclosed starting compensators—the first application of this type of control to grain elevators.

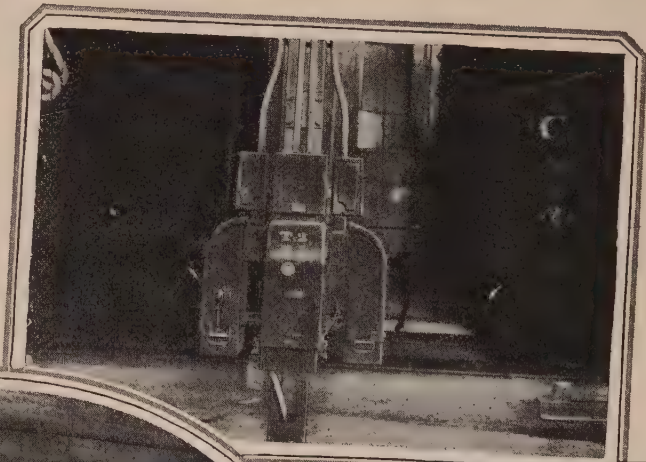
All motors are wired in the most approved manner to meet the exacting requirements of the insurance laws and to provide maximum protection. Each high-voltage motor circuit contains an oil circuit breaker with instantaneous overload trip; a disconnecting switch; an ammeter; and an oil-immersed manually operated compensator with temperature overload relay and undervoltage release.

Power is generated at 2300 volts in the main Staley Plant, half a mile away; it is there stepped up by G-E transformers to 13,000 volts, and transmitted to the elevator substation where it is stepped down to 2300 and 440 volts.

No industrial plant requires a more careful or more modern electrical installation than a grain elevator. Elevator owners place the utmost confidence in a G-E installation—that is why so many transfer and terminal elevators are G-E equipped.



of eight car shovels, each driven 0-hp. motor. Entire shovel mechanism moves back and forth on rails.



Four hand compensators mounted on a column in the track shed for the control of four of the portable car shovels.

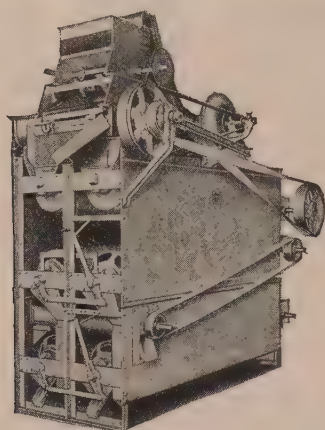


Four 50-hp., 900-r.p.m., 2200-volt motors driving 25,000-bu. conveyors on bin floor.

# ELECTRIC

SALES OFFICES IN PRINCIPAL CITIES





*Selected  
Upon Merit*

THE Northwestern Elevator, the Wabash Elevator, the Santa Fe Elevator and Rialto Elevator of Chicago; the new Staley Elevator of Decatur, Illinois; the Marshall-Hall Elevator of St. Louis, Santa Fe Elevator of Kansas City, and the Pillsbury Elevators of Buffalo—all these and innumerable others, after comparing others, have unanimously chosen—

*The New Improved*

**EMERSON**

### Cylinder Grain Separator

—because it is the last word for general purpose cleaning, separating and grading of wheat, oats, barley and rye, for elevators (terminal and country elevators), cereal plants, flour mills, etc. Made in five sizes—one to five units.

*Over 700 Installations*

IN 3 YEARS is sincere proof of the EMERSON'S greater efficiency. This perfect grain cleaning system can be adapted to your own individual requirements. No obligation for complete facts. Write today.

**TWIN CITY SEPARATOR CO.**

1712 Madison St. N. E.  
Minneapolis, Minn.

Winnipeg, Man.,  
CANADA



### DP SUPERIOR OK Cups

A simple thing—this addition of these cups to your belts. But what a difference it makes in the efficiency of the elevator.

Here are five points of SUPERIOR ELEVATOR CUP superiority:

- 1—Capacity-Flexibility-Service.
- 2—Durability.
- 3—Perfect Pick-up and Discharge at all speeds.
- 4—Guaranteed to increase capacity of elevator by simply substituting the cups.
- 5—Our Engr. Dept. gladly at your service.

If you have not already received complete information about the advantages of Superior Cups, write today.

**K.I. Willis Corporation**  
MOLINE, ILLINOIS  
DISTRIBUTORS

B. F. Gump Co. .... Chicago  
Strong-Scott Mfg. Co. .... Minneapolis  
Mideke Supply Co. .... Okla. City, Okla.  
Hollis & Co. .... Little Rock, Ark.  
John E. Gray, Inc. .... San Francisco, Cal.  
Esmueller Mill Furn. Co. .... St. Louis, Mo.  
Esmueller Mill Furn. Co. .... Kansas City, Mo.  
Canadian Licensees  
Geo. W. Reed & Co. .... Montreal, P. Q.

## Confirmation Blanks

### Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

**Grain Dealers Journal**  
309 S. La Salle Street CHICAGO, ILL.



## A SUCCESSFUL POLICY

Our steady growth from year to year indicates that a policy of cordial, personal service is as successful for us as it is agreeable to our clients.

### ZELENY THERMOMETER COMPANY

542 So. Dearborn Street  
CHICAGO, ILLINOIS



## The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a car there is never a question about moving it.

**Compound Action      Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

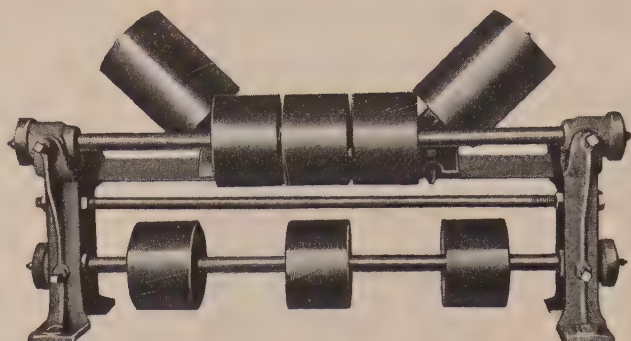
Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE  
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

**The Kennedy Car Liner & Bag Co.**

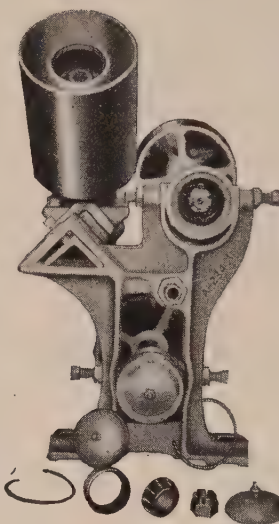
Shelbyville—Indiana  
Canadian Plant At Woodstock, Ont.



## CONVEYING EQUIPMENT

Equipped with

## TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

## "EHR SAM"

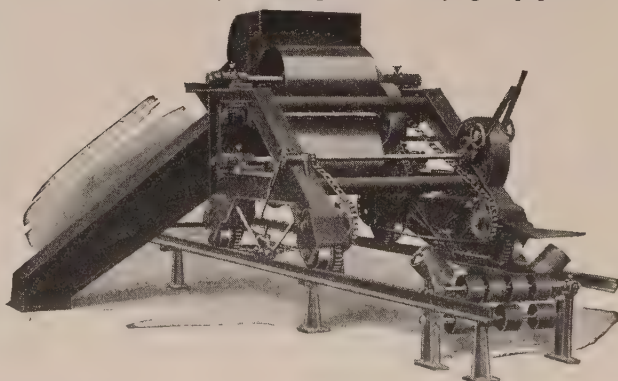
### Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

**J. B. Ehrsam & Sons Mfg. Co.**

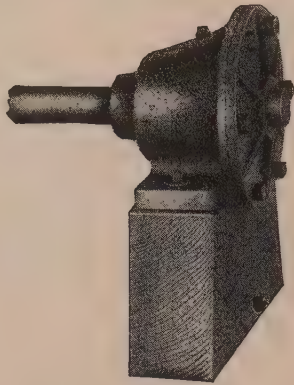
ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelled tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.





## Beryl Elevator Backstop

U. S. Patent, July 1923

Now you can buy a Backstop at a price within reach of all. The Beryl replaces one head shaft bearing, holds instantly, releases instantly and runs in oil.

**BUILT AS STRONG AS ITS SHAFT**

Write for Booklet

**LINK BELT SUPPLY CO.**  
Minneapolis, Minn.



## A 100% Exterminator

The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
Flour Mills--Private Residences

Non-Inflammable  
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau  
Information Including Technical Papers on Request

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
46 CLIFF STREET, NEW YORK.

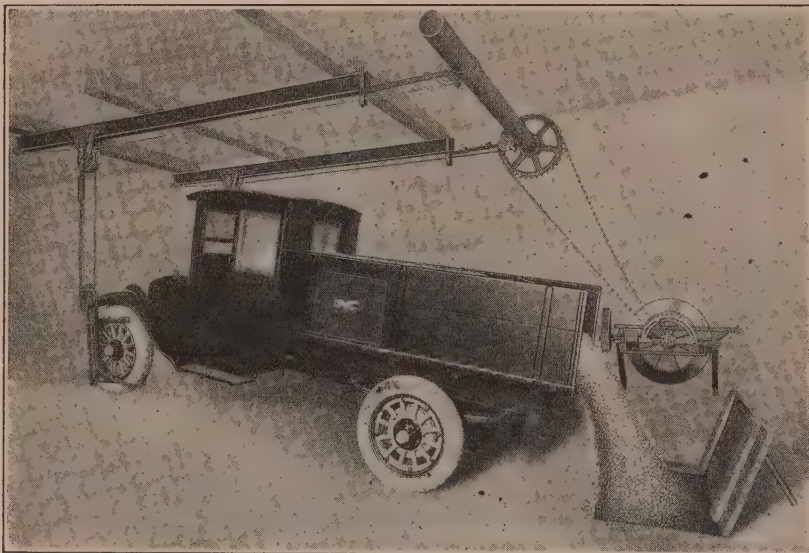
Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently  
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.  
Twin City Exterminating Co.,  
2399 University Ave., W., St. Paul, Minn.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.  
Bode Furniture Fumigation Co.,  
2191 Western Ave., Cincinnati, O.

Territories are open for active responsible distributors

## McMillin Wagon and Truck Dump



Are YOU contemplating buying a truck dump?  
Conditions have made it necessary for the Elevator Operators to supply themselves with a convenient and speedy dumping device which will handle all lengths and kinds of vehicles.

A dump that will dump into one single dump door, or by extending the track will dump into any number of dump doors, filling the sinks to their fullest capacities.  
This is the only dump that accomplishes the above mentioned features. It also has many other points of advantage. Two horse power is sufficient, or it can be operated by hand.

Installation cost reasonable.

**L. J. McMILLIN, 525 Board of Trade Bldg., Indianapolis, Ind.**

## Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.



When In Minneapolis  
Stay At

## The NEW NICOLLET HOTEL

Opposite Tourist Bureau on  
Washington Avenue  
The Northwest's Finest Hotel.  
600 rooms with bath or  
connecting.  
Every room an outside room.  
Largest and Finest Ballroom  
in Northwest.

### Rates:

|   |                     |
|---|---------------------|
| 59 Rooms at \$2.00                            | 257 Rooms at \$2.50 |
| 68 Rooms at \$2.50                            | 41 Rooms at \$4.00  |
| 84 Rooms at \$3.00                            | 38 Rooms at \$5.00  |
| Suites and Special Rooms at \$6.00 to \$9.00. |                     |

### MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Retail Center and Wholesale Center.

Under Management  
W. B. Clark





## WINTER'S

### Universal Elevator Drive

Operates direct on head shaft.  
Self-Oiled, Self Aligned and requires no attention.  
Equipped with Timken anti-friction roller bearings.

Guide Rock, Neb., December 2, 1927.

Clow-Winter Mfg. Co.,  
Minneapolis, Minn.

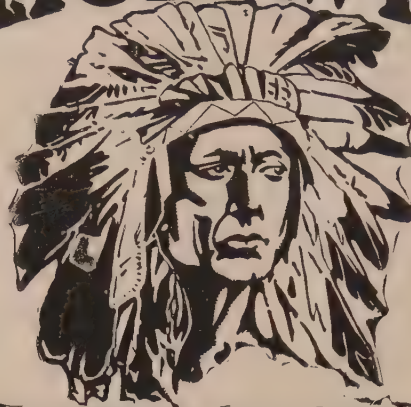
I have been using one of your Winter's Universal Drives for some time and it sure is giving good service. It is far better than any chain or belt Drive. I have not had one bit of trouble with it; my leg carrels eighteen hundred bushels per hour using a five-horsepower motor—L. W. ELY.

*No Chains to Break—No Belts to Slip*

## CLOW-WINTER MFG. CO.

614 Metropolitan Life Building  
Minneapolis, Minn.

# MOHAWK



## RUBBER BELTING

For many years the Standard Belting for elevators. Specify this belting when contracting to build or remodel. Demand it when ordering direct.

### Hewitt-Gutta Percha Rubber Corporation

A Consolidation of the

Hewitt Rubber Company

and

The Gutta Percha & Rubber Mfg. Co.

Executive Offices and Factory at Buffalo, N. Y.

#### BRANCHES

Chicago  
Pittsburgh  
Denver

New York  
Boston  
Philadelphia

Salt Lake City  
El Paso  
Los Angeles

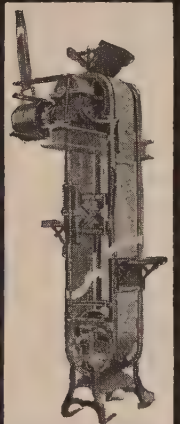
The  
Genuine

## Humphrey Employees' Elevator

Saves Labor  
Write

### Humphrey Elevator Co.

900 Division St. Faribault, Minn.



INLET



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

*There's a Reason*

### The Day Company

Dust Collecting Engineers

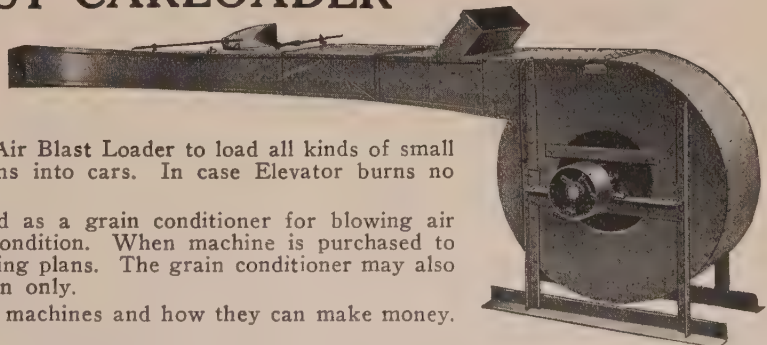
1023-5 Lyndale Ave., N. Minneapolis, Minn.

## THE BOSS AIR BLAST CARLOADER

Will load grain cars from your Elevator without scooping in the car, both ends of the car being loaded at the same time. The machine will not injure the grain because it does not pass through the fan. It will clean and raise the grade. We also build Portable Air Blast Loader to load all kinds of small grain, ear corn, cobs, etc., direct from wagons into cars. In case Elevator burns no time is lost.

The Boss Air Blast Loader can also be used as a grain conditioner for blowing air through bins to cool and keep the grain in condition. When machine is purchased to serve this dual purpose we will furnish installing plans. The grain conditioner may also be installed for cooling and conditioning grain only.

Write for illustrated Catalog E. showing these machines and how they can make money.



## MAROA MANUFACTURING CO., Dept. G, Maroa, Illinois





## NOW IS THE TIME

to make outside repairs. Loose siding should be renailed or replaced when the weather is good and before grain is placed in storage.

Many elevators are now being protected against lightning to avoid damage during the crop movement when loss of elevator would mean loss of the season's profits.

### GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary-Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS  
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary

## Selection of Risks

is essential to the security of an insurance company.

## Selection of an Insurance Company

is just as essential to the security of an assured.

*The "MILL MUTUALS" fulfill the most rigid requirements.*

Write your insurance company or this office for details.

## Mutual Fire Prevention Bureau

230 East Ohio Street  
Chicago, Illinois

## GRAIN ELEVATOR BUILDERS

### JAS. H. BROWN CO.

621 South 3rd Street

CONCRETE ELEVATORS

Minneapolis, Minn.

MILLS

WAREHOUSES

## GRAIN and COAL ELEVATORS T. E. IBBERSON CO. CONTRACTING ENGINEERS MINNEAPOLIS, MINN.

### L. J. McMILLIN

Engineer and Contractor of  
GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

Elevators, Mills, Warehouses

Designed, Built, Repaired

Estimates Cheerfully Furnished

HOGENSON CONSTRUCTION CO.

Corn Exchange

Minneapolis, Minn.

## The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

## CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER  
CONSTRUCTION CO.  
North Platte, Nebr.

Plans and Specifications Furnished

Tell us what you need for your Grain Elevator and we'll tell you where to get the latest and best.

## INFORMATION BURO

Grain Dealers Journal, 305 So. La Salle St.,  
Chicago

Mentioning Grain Dealers Journal is the best introduction to our advertisers



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.



### FORM JACKS for Grain Elevator and Grain Storage Construction.

Accurately Machined.  
Quick and Easy Operating  
Positive Clutch.

Write for prices to

THE WESTERN IRON  
& FOUNDRY COMPANY  
Wichita, Kansas



Folwell-Sinks Form Lifting

### Jacks and Steel Yokes

for Grain Elevator, Silo  
and Coal Pit Construction

Write for literature and prices

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

Patented

### A. F. ROBERTS ERECTS FURNISHES

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

SABETHA,

KANSAS

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### DESIGNERS

of Grain Elevators, Flour Mills  
Feed Mills, Warehouses  
and Industrial Buildings

HORNER and WYATT

Board of Trade Bldg. Kansas City, Mo.

It Pays to Plan Before You Build

C. T. Stevens

C. E. Roop

C. B. Barutio

Stevens Engineering @ Construction Co., Incorporated  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
SHEET METAL WORK  
Grain Elevators a Specialty

### E. H. CRAMER

Hampton, Nebraska

Designer and Builder of  
Grain Elevators

## HICKOK MINNEAPOLIS ELEVATORS

### BIRCHARD Construction Co.

Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

### Geo. W. Quick & Sons

Tiskilwa, - - - Illinois

Designers and Builders  
Concrete Grain Elevators  
Waterproof Pits a Specialty



Use White Star Special Cups, made and shipped  
only from the White Star Factory. *Accept no  
substitutes.* These cups are hand riveted;  
they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-  
bearing boot on the market, to the best of our  
knowledge.

Minneapolis, Minn., Jan. 28.—I enjoy  
the Grain Dealers Journal very much.—  
J. O. Jones, Bartlett Frazier Co.





One of  
**Several Elevators**  
 Designed and Built by us Throughout Canada

The More Recent are

|                                  |              |
|----------------------------------|--------------|
| The Reliance Terminal Elevator   | Port Arthur  |
| The Jas. Richardson & Sons Elev. | Port Arthur  |
| The Northwestern Elevator        | Fort William |
| The Great Lakes Elevator         | Owen Sound   |

**THE BARNETT-McQUEEN  
 CONSTN. CO., LIMITED**

*Designers and Builders of Grain Elevators*

Fort William, Ont.

Duluth

Minneapolis, Minn.



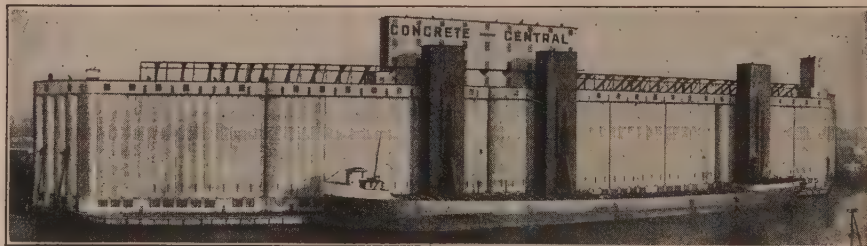
**FOLWELL ENGINEERING CO.**

**Engineers and Constructors**

323 North Michigan Avenue  
 CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
 Designed and Built for  
 A. E. Staley Mfg. Co., Decatur, Ill.

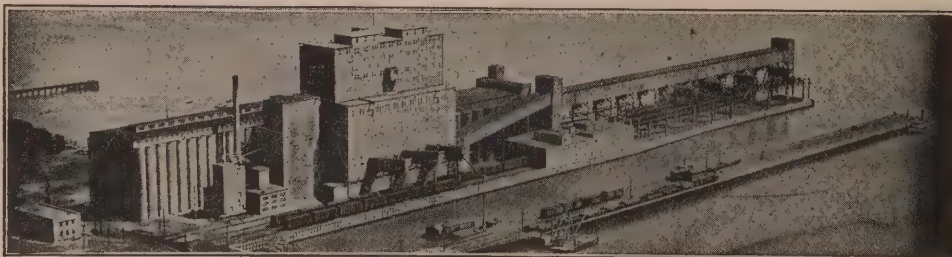
Operated by  
 The Eastern Grain,  
 Mill and Elevator  
 Corporation



Concrete-Central  
 Elevator, Buffalo,  
 N. Y.  
 Capacity  
 4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
 Buffalo, N. Y.

Capacity  
 5,000,000  
 Bushels



PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

Equipped with  
 Four Stewart  
 Link-Belt  
 Grain Car  
 Unloaders

**JAMES STEWART CORPORATION**  
**ENGINEERS AND CONTRACTORS**

W. R. SINKS,  
 PRESIDENT

FISHER BUILDING—343 S. DEARBORN ST  
 CHICAGO, ILLINOIS

THOMAS D. BUDD,  
 VICE PRESIDENT



**FEGLES CONSTRUCTION CO., Ltd.**

*Engineers — Constructors*  
Fort William, Ont. Minneapolis, Minn.

**DESIGNED** for the years ahead—an advance we propose to maintain.



*N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.*

**Santa Fe Elevator "A"**  
Kansas City, Kans.



Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

111 W. Jackson Blvd., Chicago 434 St. Francois Xavier St., Montreal 837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England

**Enid Terminal Elevator Co.**

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

**Southwest Elevator Co., Enid, Okla.**

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

708-9 Mutual Building

Kansas City, Mo.



Export Grain Elevator at Port Richmond, Philadelphia, Pa. of Philadelphia Grain Elevator Co. (Reading Co.)

*Constructed by*

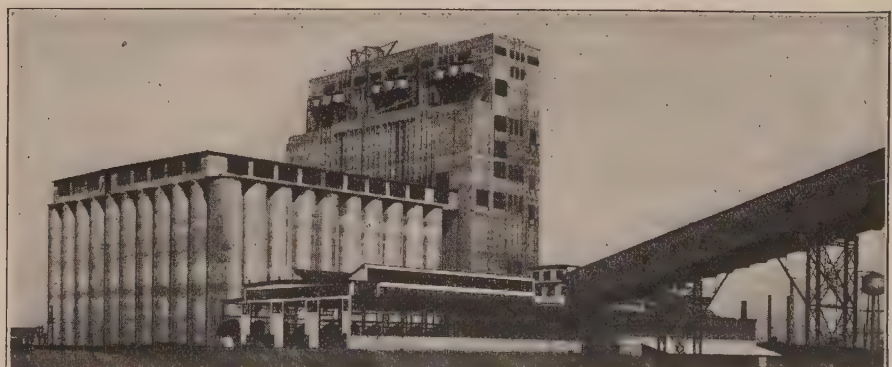
**The M. A. Long Co.**

*Engineers and Constructors*

**Grain Elevator Department**

806 Postal Telegraph Building  
Chicago, Ill.

Baltimore Office: 10 West Chase Street



The Showplace of the Eastern Seaboard. Capacity, 2,500,000 Bushels



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**ILLINOIS**—30,000 bu. elevator at Block, Ill., on the C. & E. I. R. R. Price \$6,000.00 cash. Address A. G. Cole, Sidney, Ill.

**KANSAS**—We have a 12,000 bu. elevator here for sale. If interested, give us your bid. Farmers Elevator Co., Gypsum, Kansas.

**KANSAS**—10,000 bu. iron clad elevator, fully equipped, located Keighley, Kansas. Address Craig Grain Co., Wichita, Kansas.

**IOWA**—25,000 bu. cribbed elevator, feed mill and coal business. Doing over \$100,000 annually, mostly retail. Owner wishes to retire. 60K7, Grain Dealers Journal, Chicago.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**NEBRASKA**—85,000 bu. terminal elevator in Eastern Nebraska, concrete cylindrical tank construction; electrically equipped; modern throughout. No incumbrances—terms. Address 60D12, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—The Roberts & Gullett grain elevator at Roberts, Ill., will be sold at auction by the trustee in bankruptcy, Saturday, July 7th, 1928, at one o'clock at elevator site. For particulars write W. O. Sanders, Trustee, Roberts, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Grain and coal business in Livingston Co.; two elevators with 65,000 bus. capacity; shipped 204,000 bushels in 1927; selling on account of other interests; \$16,000 deal, % cash, balance terms. Midland Commercial Brokers, Danville, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## TRUSTEE'S SALE.

The elevators belonging to the Dunbar Grain Co., Bankrupt, will be sold at auction at 10:00 A. M., July 7th, 1928, at the office of the company in DUNBAR, NEBR. This property consists of three elevators and accessories, complete and ready to run. Immediate possession. Bumper crop of wheat promised for this year. For further particulars write

A. B. Wilson, Trustee,  
Nebraska City, Nebraska.

**MICHIGAN**—15,000 bu. grain elevator, attrition feed mill, bean business, lumber yard, coal yard, good feed and flour exchange business, wire fence and posts, all kinds of building material. Electric power, cheap rate of 1½ to 3c per KWH, 12 motors in elevator, one motor in coal unloading machine. Situated in the heart of Michigan's good farming country on pavement M. 16, 20 miles east of Lansing. Want to retire after 35 years at the business. Write Charles Cool, Webberville, Mich.

## ELEVATORS FOR SALE.

**ALLEN, NEBRASKA**—20,000 bu. elevator for sale. Write Fay J. Clough, Ponca, Nebr.

**ILLINOIS**—Grain elevator handling 200,000 to 300,000 bu. annually; \$12,000; terms; no competition. W. W. Reichard, Urbana, Ill.

**TERRE HAUTE, IND.**—Million and quarter bushel terminal elevator, Big Four track capacity 150 cars, formerly used by Paul Kuhn & Co. Vigo Elevator Co., Terre Haute, Ind.

**INDIANA**—15,000 bu. cribbed elevator, well equipped, electric power, good location and no competition. Address 60K11, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—10,000 bu. elevator at Blakeman for sale; modern equipment; good territory and good crop outlook. Price \$5,000. Write F. S. Miller, Ludell, Kansas.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**WISCONSIN**—Elevator, five coal sheds, two hay warehouses, large potato house fully equipped with machinery, two storage houses, a seed and feed warehouse; all in good condition; located in good town. Also large brick potato house at Clintonville, Wis., 25 car capacity, with hay house attached. If interested, write Niebuhr & Son, Fall Creek, Wis.

## TWO ELEVATORS FOR SALE.

One 15,000 bu. and one 20,000 bu. capacity located at Bay City and Hager City, Wis., six miles apart on the Burlington Ry., can easily be operated under one management; 15 hp. gas engine, dump scale and clipper cleaner at Bay City, and two hopper scales and 25 hp. gas engine at Hager City, all in good running condition. Good points for seed farm implements, flour and feed, splendid opportunity for right party. Reason for selling is, retiring from grain business. For further particulars write C. J. Swanson & Co., Stockholm, Wis.

## FOR SALE.

One grain elevator and mixed feed plant equipped to manufacture mashes, scratch and dairy feeds.

Two modern coal silos with Godfrey unloading equipment, practically new. Additional coal storing sheds and yards.

Located in Yellow Springs, Greene Co., Ohio. One of the most prosperous, most fertile and thrifty localities.

All buildings on our own land, comprising length 435 ft., width 80 ft. to 212 ft.

Pennsylvania side track paralleling the entire property.

Main street of the town crossing the end.

Enjoying a splendid business, a fine opportunity for an aggressive, up-to-date man.

Present owner is not engaged in this class of business and wishes to dispose of it.

THE NATIONAL FEED MILLS CO.  
YELLOW SPRINGS, OHIO.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## ELEVATOR FOR EXCHANGE.

**FOR EXCHANGE**—Transfer elevator in Chicago switching district, very cheap. Address owner at 718 Southmoor Hotel, Chicago, Ill.

## ELEVATOR FOR SALE OR RENT

**EAST CENTRAL ILLINOIS**—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

## MILLS AND ELEVATORS FOR SALE.

**NEW YORK**—Up-to-date flour mill with 6000 bu. elevator and two storage buildings on track for sale for \$14,000; a bargain, two good years will pay for entire outfit. Write 60L10, Grain Dealers Journal, Chicago, Ill.

## FOR SALE OR LEASE

125 bbl. flour mill and elevator in one of the best farming districts in the west. Mill now operating 24 hours per day and showing nice profit each month; steam and electric power; old established brands; excellent clientele. Estate involved; will sell at less than one-half of appraised value or reasonable lease.

WHEATLAND INDUSTRIAL CO.,  
Wheatland, Wyo.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## BUSINESS OPPORTUNITY WANTED

**WANT TO BUY** feed and grain business. What have you to offer for cash? Write Eberts Grain Co., 25 Board of Trade, Louisville, Ky.

## BUSINESS OPPORTUNITIES.

**NORTHERN INDIANA**—Interest in two elevators and coal yard; doing large business by party not active; buyer must have elevator experience and be able to assist present manager. Address J. C. Palmer, Geneva, Ohio.

**PROFITABLE GRAIN, COAL AND FEED** business, Illinois town of 1000 in best grain country: on R. R. and hardroads; cement elevator, 5 bins, cap. 22,000 bu.; crib cap. 21,000; total cap. 43,000 bu. Yearly business about \$175,000; retiring, \$15,000 deal, terms. Mielke Bros., Danville, Ill.

**S. E. MICHIGAN**—100 bbl. milling plant operated by water power, and retailing coal, lime, cement, feeds; also furnishing electric lights for community of 200 inhabitants; in heart of a good agricultural and feeding district. Worth \$20,000.00. Address 60L20, Grain Dealers Journal, Chicago, Ill.

**KENTUCKY**—Large modern feed plant for sale, five story and basement, brick and concrete mill, building and concrete elevator 125,000 bu. adjoining—also other warehouses—a complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.



## SITUATION WANTED.

**STENOGRAPHER - ASS'T BOOKKEEPER** wants position in grain office; 10 years' experience; familiar with all office detail; prefer Chicago territory. References. Address 60M17, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as Sup't or Ass't by active, competent and experienced terminal grain elevator sup't; 10 years at present place; record and best references furnished. Address 60L13, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Position as manager of grain business; 30 years experience, 18 years in business for myself; best of references; familiar with sidelines. Have sold out my business and can accept position at once. Address 60L5, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## SCALES WANTED.

**RICHARDSON AUTOMATIC SCALES** bought and sold. Address 60C18, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES FOR SALE.

**RICHARDSON Automatic Scales**, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## ENGINES FOR SALE

**FOR SALE**—One 20 hp. Randells steam engine and one 20 hp. Brownell engine, both in good condition. Address Uniopolis Grain Co., Uniopolis, Ohio.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

**FOR SALE**—One 15 hp. Fairbanks-Morse Type "Z" Oil Engine, in good condition. Price \$50.00 f. o. b. Douglas, Okla. Write Farmers Co-op. Elevator Co., Douglas, Okla.

**FOR SALE**—50 hp. Worthington Semi-Diesel Crude Oil Engine, just like new, used but very little and in A-1 condition. Have installed a 100 hp. engine in its place. Write C. C. Crawford, Ida Grove, Iowa.

## PARTNER WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## GRAIN WANTED.

**WE ARE IN THE MARKET** for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

## HAY FOR SALE—WANTED

**GET FULL MARKET** value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

## Bargain Sale in Soiled and Shelf Worn Books.

**Grain Shipping Ledger** gives complete information therefrom. 1 copy soiled—printer's sample. Price \$2.00 f. o. b. Chicago. Order "Special 24."

**One Railroad Claim Book** containing 100 sets of blanks for reporting losses in weight and overcharge. Order 411-5, Special. Price \$1.25 and postage.

**One Market Record Blank** for hourly record of market prices. Printed on bond paper and bound in books of 60 sheets with heavy press-board covers, size 9½x11½ inches. Order Special 97-5. Price 50c. Weight 14 ozs.

**Two Railroad Claim Books** for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

**Grain Contracts** for contracting grain and seed from farmers. Originals are printed on bond paper, machine perforated; duplicates of manila. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order 10DC Special. Price 75c and postage. Weight 1 lb.

**One Receiving and Stock Book**, a daily record of receipts, facilitates determination of total amount of each kind of grain on hand, 200 pages, ruled and printed on ledger paper, spaces for 4,000 loads of grain. Regular price \$3.00. This slightly soiled copy will be sold for \$2.00 plus postage and insurance—weight 2½ lbs. Order 321, Special.

**One Clark's Decimal Grain Values** save time and money and prevent errors; four sets of tables contained in one book, 96 pages, printed on heavy linen ledger paper, bound in cloth, half keratin, size 8¼x11½ inches. Order Special 35. Price \$2.75, only slightly shelf worn. Weight 1½ lbs.

**One Scale Ticket Copying Book** containing 600 original leaves and 600 duplicates; machine perforated and printed on bond paper, check bound, size 9½x11 inches and supplied with 6 sheets of No. 1 carbon. Order 73 Special. New, trifle mistake in trimming edges. As is, \$1.00. Weight, 2½ lbs.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**,  
309 So. LaSalle St., Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

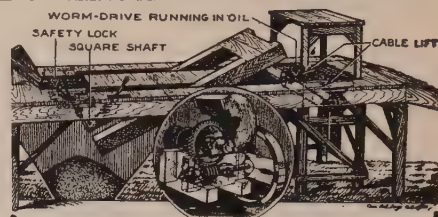
**Clark's Fractional Values** table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ¼, ½, ¾, 1, 1½, 2, 3, 4 and 5 cents. The number of bushels is shown in red and the value in black. Price 25 cents.

**Purchase and Sale Contracts** give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**,  
309 So. LaSalle St., Chicago, Ill.



**NEWELL CONSTR. & MACHINERY CO.**  
Cedar Rapids, Iowa  
Originators of the Electric Truck Dump

## GRAIN TABLES DIRECT REDUCTION

Reduce any weight of grain from 600 to 6590 pounds, by 10-lb. breaks direct to bushels. The pounds are printed in heavy faced type, and the reductions to bushels are shown directly beside the corresponding number of pounds, so it is impossible to get the wrong reduction when reading. Printed from large type on card-board, size 10¼x12½ inches, and sold only in sets as follows:

**FORM 4560 DR**—For reductions to bushels of 45, 48, 50, 52 and 60 pounds, and 60 pounds with dockage for dirt at 1, 2, 3 and 5 lbs. per bushel, nine tables printed on five cards. Price 50 cents.

**FORM 2280 DR**—For reductions to bushels of 32, 33, 35, 56, 56 with 1 lb. reduction for dirt, 68, 70, 72, 75 and 80 lbs., ten tables printed on five cards. Price 90 cents.

**GRAIN DEALERS JOURNAL**  
305 So. La Salle St. Chicago, Ill.

## KEEP POSTED

**GRAIN DEALERS JOURNAL**

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

State.....



## MACHINES FOR SALE.

**FOR SALE**—36" Bauer Ball Bearing attrition mills; two 50 hp. General Electric 60 cycle motors direct connected with starter. Excellent condition; examination invited. Address 60M13, Grain Dealers Journal, Chicago, Ill.

## BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One 25 hp. Atlas Steam Engine, pump and connections, in good running order, \$25.00 f. o. b. Gadsen, Ind.; one 20" Monarch belt driven attrition mill good as new—rebuilt last year, \$75.00 buys it f. o. b. Gadsen, Ind. Goodrich Construction Co., Winchester, Ind.

**FOR SALE**—150 hp. General Electric Motor; complete rolls 9x18, 9x24 and 9x30, separators, scourers, purifiers, reels, scales, three plan sifters, flour and bran packers, bran duster and transmission machinery. Outfit for complete 500 bbl. mill. Priced cheap to move. Address Box 256, Osceola, Wis.

## ELEVATOR EQUIPMENT FOR SALE.

Grain Elevator at Pier B, Port Richmond, having been replaced by a modern concrete plant, is being dismantled. Entire equipment priced to insure quick sale. Write us your wants. F. Jaspersen, Manager, The Philadelphia Grain Elevator Company, Port Richmond, Philadelphia, Pa.

## USED MACHINERY FOR SALE.

One Williams No. 5 Roller Knife Shredder; one No. 1 Jay Bee Grinder; one 30" Bauer Belt Driven Attrition Mill; one 30" Cogswell Double Pulley Attrition Mill. Send for new list of crushing and grinding machinery.

CONSOLIDATED PRODUCTS CO., INC.,  
14-17 Park Row New York City

## NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; 1 double stand 9x24 Noye rolls, LePage cut; and 1 Weller 12 in. x 24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## FOR SALE

Having completed our remodeling we offer for sale:

- 1—No. 258 Eureka Magnetic Separator.
- 2—26x8 L. H. Angle Iron Reels.
- 1—19 foot L. H. 9 in. Conveyor complete with box-lining hangers, etc.
- 1—10 foot L. H. 6 in. Conveyor complete.
- 1 Pugh Potato Grader.
- 1 Grain Separator.
- 25 pulleys from 8 in. diameter to 50, 4 in. face to 11.

Shafting, adjustable pillow blocks and hangers, and leather belting from 5 to 10 in. in width.

If interested ask for detail list and prices that are right. Address

RED FRONT FLOUR & FEED CO.,  
Eau Claire, Wis.

## REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,

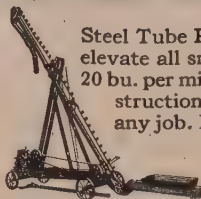
9 S. Clinton St., Chicago, Ill.

## MACHINES FOR SALE.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## LITTLE GIANT ELEVATORS



Steel Tube Portable Elevators, elevate all small grains, 18 to 20 bu. per minute. Superior construction features, fit it for any job. Easily transported.

Catalog shows different types

Portable Elevator Mfg. Co.  
276 McMunn St. Bloomington, Ill.

10,000 SHIPPERS  
Are now usingTYDEN  
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES  
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.  
617 Railway Exchange Bldg., Chicago, Ill.

SHIPPERS'  
CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to —bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the — R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

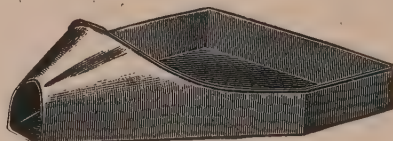
Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper.

Order Form No. 39 SWC. Price \$1.00.

Grain Dealers Journal, Chicago, Ill.

Tippencanoe City, O.—I find it very necessary to keep your Journal at hand if one wishes to be up to the minute.—Paul Hance, Tipp. Roller Mills.

## SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Grain Size,  $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00. Seed Size,  $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

## Duplicating Wagon Load Receiving Book

| Hauler | Gross | Tare | Net |  |
|--------|-------|------|-----|--|
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |
|        |       |      |     |  |

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight 4 lbs.

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.



## SEEDS FOR SALE—WANTED

### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

### BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality  
The J. M. McCullough's Sons Co  
CINCINNATI OHIO

WE SPECIALIZE IN  
ALFALFA BLUE GRASS  
SUDAN MILLET and CANE  
WRITE FOR SAMPLES AND PRICES  
RUDY-PATRICK SEED CO.  
Kansas City, Mo.

Crabbs Reynolds Taylor Company  
CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

### FIELD SEEDS

BUYERS — SELLERS  
Glad to Quote  
J. OLIVER JOHNSON, INC.  
946-960 W. Huron St. Chicago, Ill.  
© Reg. J. O. J. Inc.—1928

### LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky  
Buyers and Sellers of All  
Varieties of Field Seeds.  
Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

North American Seed Co.  
MILWAUKEE, WIS.

### CLOVERS—TIMOTHY ALFALFA

Get our samples and prices before buying

### Tobin-Quinn Seed Co.

Kansas City, Mo.  
THRESHERS & CLEANERS  
HIGH GRADE MISSOURI BLUE GRASS

### L. TEWELES SEED CO.

Distributors of  
BADGER BRAND SEED  
Milwaukee, Wisc.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2½ lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

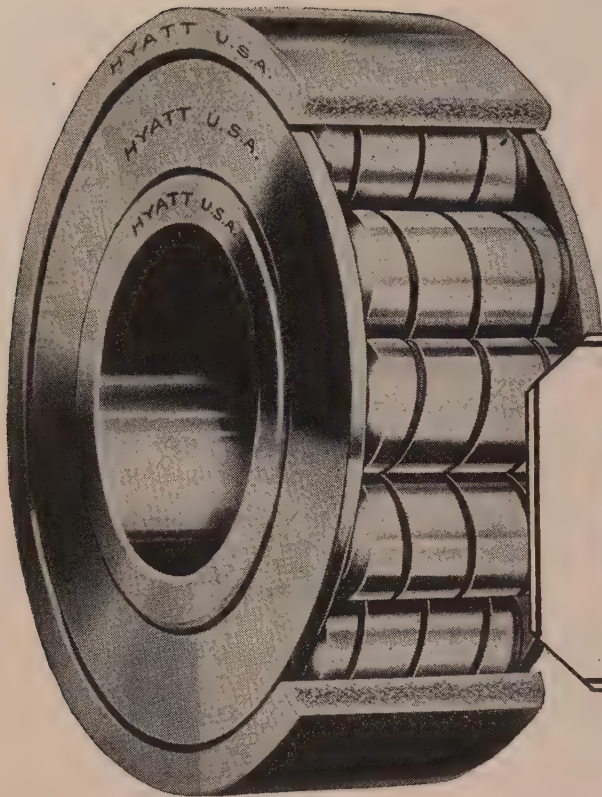
**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

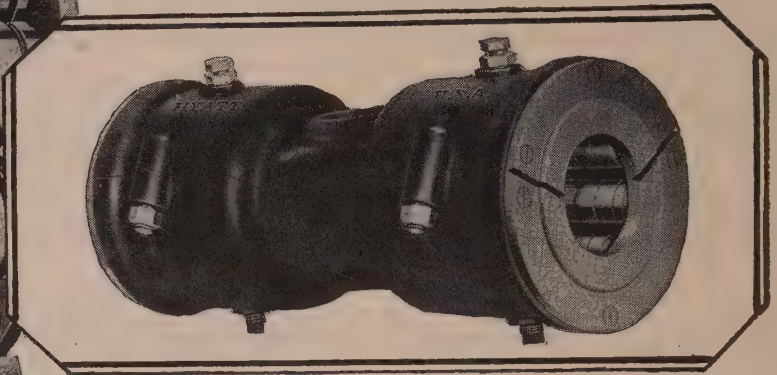
## Grain Dealers Journal

309 South La Salle St., Chicago, Ill.





(At Left) New Series Hyatt Roller Bearing for general application. Built for heavy duty, continuous operation.



(Above) Hyatt Line Shaft Roller Bearing ... made split for easy installation.

## Enemies of Friction and Fire Hazard . . . Friends of Power!

**P**RODUCTION must be swift . . . consumption of power must be constant . . . material handling equipment must be free-running. Human and mechanical energy must be conserved.

In the wasteless transmission of power and in the effortless handling of materials, Hyatt Roller Bearings play an

essential part. Practically every production operation can be rendered more profit-saving by these enemies of friction and fire hazard . . . these friends of power.

Therefore it pays to specify Hyatts for your conveyors, trippers, elevator drives, line shafting, and all your other important machinery.

HYATT ROLLER BEARING COMPANY

Newark

Detroit

Chicago

Pittsburgh

Oakland

# HYATT

## ROLLER BEARINGS

PRODUCT OF GENERAL MOTORS



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JUNE 25, 1928

**ALLOWING** children to play in the elevator is courting trouble.

**AN ATTRACTIVE** office is a proper background for the genial greeting of the buyer.

**OVERBIDDING** is a mental disease of which the patient can easily cure himself if he will.

**PROFITS** made in speculation are a good deal like borrowed money in that the market will take it back later.

**TAKING** a good margin when buying helps the dealer to overcome market fluctuations. Well bought is half sold.

**OLD TIMERS** tell us that a drop of 35 cents per bushel in the price of a new crop wheat future is sufficient.

**WHEN SELLING** grain on team track weights at destination it is well to add something to the price to cover the unreliability of such scaling.

**SCALES** may be weighing correctly but the wise shipper will make sure by having his weighing facilities inspected before handling the new crop.

**SELLING** No. 2 grain when the elevator contains nothing but off grades permits the grain shipper to fool himself only until the grain arrives and is inspected. In the wrangle about discounts that follows the seller usually is worsted.

**COUNTRY** dealers who have to buy larger waste baskets after July 1 can lay it to the government for having reduced the postage on certain classes of matter.

**CORRECTION** of mailing lists by grain receivers will save postage and help the country buyer by keeping bids to dead firms out of the hands of irresponsible parties.

**PROMPT** handling of drafts and Bs/L and direct routing by the collecting banks is essential in these days of quick movement of cars if demurrage is to be avoided at destination.

A **GRAIN** elevator has superior rights on the right of way of a railroad company in the opinion of the Burlington Railroad officials who have ordered a grocery run by a grain concern in Colorado off the right of way.

**OVERDRAFTS** against shipments are irritating to receivers and buyers. Failure to leave a margin breeds suspicion and shows that the shipper lacks the confidence in the receiver or buyer that is requisite for mutual benefit.

**BREVITY** in telegraph messages saves expense but should not be carried to the point where the recipient has to do some guessing. Clearly worded contracts prevent misunderstandings and consequent losses.

**ADVANCING** money to farmers on promised shipments of grain when the farmer is a stranger pretending to reside just outside of the buyer's territory sometimes leaves the grain dealer to hold the bag.

**WEEVIL** may be expected in many localities with the arrival of warmer weather. Carefully sweeping out cars for loading may help to prevent the insects getting a start on the way to destination.

**SHIPPERS** who do not put in trivial claims for loss of grain in transit are in better position to be insistent upon payment for big shortages when they do occur, as the claim departments of the carrier will be in a more sympathetic attitude.

**POSTING** prices on a blackboard in the office or driveway convinces farmers that you know what grain is worth and that each of them will receive all it is worth without discrimination by paying different prices to different men.

**LEAKING CARS** observed by grain dealers and reported promptly to the Journal will come under the notice of a fellow dealer in our "Leaking in Transit" column and assist him in presenting claim for the loss. Report cars seen leaking.

**THE TIME** to find out that a car is not well coopered for grain loading is before the grain is run into the car and not after it has arrived at the terminal in a leaking condition. Examine cars carefully before loading. As long as the railroads pretend to place cars in condition for grain loading let them do it.

**FREE STORAGE** has absolutely nothing to recommend it to the country elevator operator. Like other traps it is easy to get into and hard to get out of. Selling stored grain far in advance of the time that the farmer asks for a settlement is hazardous, and will prove costly to the dealer if the market advances.

A **SIGN** on the elevator, which is usually the most prominent part of the country station landscape, is a legitimate effort by the dealer to advertise his business.

**LOCAL MEETINGS** the past year have been most effective in maintaining interest in organized effort, particularly when conducted under the auspices of state associations. Wise policy suggests their continuance and extension into new territory.

**ELEVATOR** legs that drop part of the contents of the buckets down the back leg do not contribute to the profits of the shipper. Power is wasted and the grain is partly converted into meal. The employment of a competent architect will avoid this loss.

**RECOMMENDING** air tight steel tanks for storage of combined grain on the farm is sure to result in trouble for the grower and the handler. Green, immature or damp grain will heat very quickly when stored in large bulk without ventilating or drying.

**SHIPPING** dirt with the grain to terminal markets does not pay. Terminal market buyers long ago quit paying grain prices for dirt. If it is dockage they keep it. Save the freight by keeping it at the country station, where it can be cleaned out and mixed into feed.

**THIEVES** persist in taking advantage of the grain elevator's isolation and break in to rifle the cash box and purloin a typewriter, adding machine or radio. Sunday night when the elevator operator man does not work seems to be their favorite time for visiting the grain office.

**WHAT** is your annual shrinkage on each kind of grain? Keep a ledger account with sack grain. Charge each with the bushels received and the dollars paid out and credit each with bushels delivered and dollars received for it. The annual loss may induce you to include the shrinkage in your cost of handling grain.

**THE CONCRETE** highway and the auto-truck are new conditions making competition more severe than that experienced by grain buyers of the past generation. The elevator man needs a truck dump and enough information about his competitor's attractions to offer his patrons something just as good either in service, quality or price.

**THE EDUCATION** of no one is completed in the grain business. The stock of knowledge possessed by the buyer and shipper must be added to constantly if he is to keep abreast of the changes going on in elevator equipment, merchandising methods and in the requirements of his patrons. No one can rest on his oars and float to success. Keeping posted is the key to prosperity.

**DUST EXPLOSIONS** seldom occur in country grain elevators, but one of the rare instances reported in our news columns as having wrecked the elevator at Millard, Kan., should caution grain dealers to keep their plants free from accumulations of dust. Any sudden jarring of the structure may shake the dust off beams to mix with the air and form an explosive mixture. All dust properly belongs in the grain to be sold or in feed mixtures.



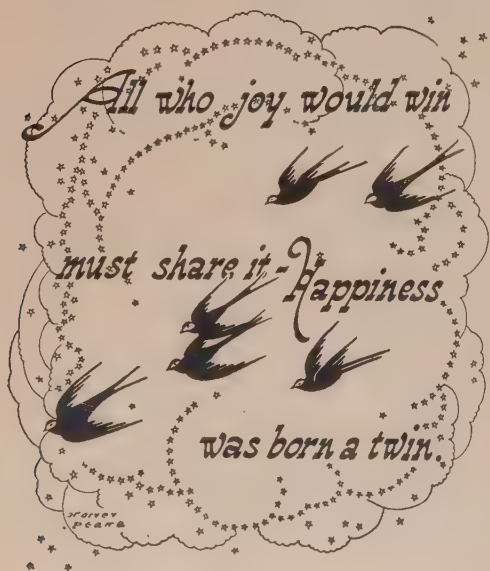
LOOSE METHODS of weighing grain into cars must be abandoned by shippers who expect to collect claims for loss in transit. What shippers who are careless are up against is the careful checking made by claim departments on weighing methods as stated by the head of the claim buro of the Kansas Grain Dealers Ass'n in the meeting reported on page 759 of this number.

CHARGES MADE by the Secretary of Agriculture that exporters tamper with grades of grain going out of Canadian seaports thru connivance with officials are too serious to be ignored. Formerly similar charges were made against United States ports loading out Canadian grain, but the authorities now have the matter of supervising export grades so well supervised that adulteration of grades is well-nigh impossible.

DAMAGED wheat can be worked off at a good price when it forms only a very small percentage of the crop, but when there is a considerable quantity it must sell at a heavy discount. It is advisable to get rid of low grades immediately before the new crop comes on the market, recent persistent rains having led to the belief that there will come forward a considerable percentage of musty, sprouted and stack-burned wheat.

THE POLITICAL campaign has no effect whatever on the grain business, and as shown by our news columns the elevator operators are going right ahead with improvements and remodeling, assured that their facilities will be needed, regardless of whether the next president will happen to be the one who will disapprove McNary-Haugenism or the one who will permit efforts by the individual states to enlarge the outlet for barley and corn in the brewing and distilling industries.

A NEW condition confronting wheat merchandisers this summer is the enormous carry-over in Canada from the last crop. In years past there was always a mad rush after harvest to get out as much grain as possible before navigation closed. If cash wheat continues to sell under the price of the December future there may develop a satisfactory merchandising profit in holding the wheat back against a hedge in the future delivery markets, and creating a demand for storage capacity.



### Much Damage by Windstorms.

Careful owners can do much to eliminate fire hazards; but the risk of damage by tornadoes can not be escaped by the owners of buildings as tall and unsheltered as the country elevator.

An elevator of studded construction is light in weight and when empty of grain as at the beginning of the crop movement is easily toppled over by a high wind, as was the case at Hayter and Spring, Kan., recently, as shown in the engravings elsewhere.

An elevator of cribbed construction with the bins fairly well filled with grain will remain on its foundation in a windstorm, altho the cupola may be carried away.

Whether a house be of cribbed or stud construction it will pay to carry windstorm insurance, the charge for which is inconsiderable. It proved profitable to the owners of 58 grain elevators whose plants in Kansas, Oklahoma, Missouri and Texas were damaged recently to the extent of \$50 to \$500 each, as reported to the underwriters. Many other elevators on which no insurance was carried were damaged by the wind. Most of the damage was done by the tornado of June 8 in Oklahoma and Kansas; 28 plants in Oklahoma having been damaged, but no territory can be considered exempt from such a visitation. An owner having no means of safeguarding his plant from wind damage must have recourse to his only protection, insurance.

### Impracticable to Stabilize Grain Prices.

In "Letters" this number the chairman of the future trading com'ite of the Millers National Federation declares it to be impossible for a grain dealer or a flour miller or an exporter to do business safely where a range of prices of several cents per bushel occurs on the one day. A majority of the millers and many grain dealers will agree with him in the desirability of stabilization of commodity prices.

The price of grain, however, is too intimately connected with the weather ever to be stabilized. Winter killing of the soft red wheat had been severe, and the condition Apr. 1 was reported by the government to be the lowest on record, with two exceptions. On Apr. 9 and 10 the price of July wheat had fluctuated less than one cent, but after the government announcement of the poor crop prospect, on Apr. 11, wheat jumped 5 cents in one day.

The Board of Trade as an institution had nothing to do with the advance in prices. Neither was future trading the cause of the boom. If the Board had been closed all during the month of April and there had been no future trading the price would have advanced just as wildly, due to the unwillingness of holders to part with their wheat and the eagerness of millers and exporters to cover their requirements, and the transactions would have taken place in the back rooms of grain offices at widely varying prices at the same moment of time.

With the Board of Trade open, however, all minds had an opportunity to meet there on the price, and the Board simply recorded the price.

It is self evident that with the present pub-

licity of government crop reports thru the newspaper and over the radio a market so responsive to the touch of a multitude of buyers and sellers must fluctuate constantly.

Wheat differs from other commodities in that there is practically no substitution. The public is willing to pay \$3 per bushel rather than go without, and many farmers on the Western prairies in a favorable season can grow wheat at a cost of 50 cents per bushel. Between these limits is room for wide fluctuation. The price of wheat could jump 40 cents in one week if a disaster to the crop made it certain that we would go to an import basis.

Stabilization of prices would require the discarding of supply and demand as regulators and the substitution of an arbitrary control; and if the controlling power fixed the price too low the farmers would quit producing wheat, and the whole scheme would be a failure.

### Paying a Premium for Protein.

Inasmuch as chemists of long experience and modern laboratory equipment, frequently get varying results when making protein tests on the contents of a car, the country wheat shipper has little chance of learning the correct percentage of protein in any shipment, so he will seldom know what premium was justified by the protein content of his wheat.

Surely if shippers have not dependable information regarding the premium their wheat will earn because of protein content they are in no position to pay producers a premium.

Notwithstanding the recognized difficulty of determining with accuracy the percentage of protein content in wheat, grain shippers of Oklahoma are inclined to reflect the value of the protein in each lot of wheat in the price paid the grower, and an attempt will be made to show the market value of wheat with different per cents of protein in the price cards guiding buyers in the spring wheat states.

Country buyers of wheat will be very glad to pass any premium they receive because of protein content on to their farmer patrons provided dependable means are devised for determining what it will be. Many who have tried paying a premium based on the average received for shipments they made have been deeply disappointed by later returns. The most dependable guide on the percentage of protein in wheat of any crop is the average of the protein tests made on all previous shipments from the district. Shippers by reporting the protein content of each shipment of wheat to some common agency by computing the average can come near to determining what protein percentage to expect in future shipments. Then by paying the lowest premium received for each per cent of protein they can buy safely and this practice should more than satisfy the producer. Buying without any tests to guide the buyer is sure to result in grief.

WEIGHT CARDS in or on the outside of the car giving the shipper's loading weight are helpful to the many terminal weighmen who are earnestly striving to locate the cause of shortages.



## Collecting Bank Can Not Receive Anything but Money.

The Baker-Evans Grain Co., Wichita, Kan., shipped corn to Thom Ricord, Esbon, Kan., sending the Bs/L with drafts attached to the Farmers State Bank at Esbon.

When notified Ricord went to the bank and gave a check on his account in the same bank for the required amount and was given the B/L. There were three such transactions and Ricord each time had a sufficient balance to meet the checks, but the bank did not charge his account with any of them.

When the third check was given the draft was for \$785.96 and Ricord's cash balance was \$4,194.39. The bank had only \$929 in cash, a credit in Kansas City of \$814.24 with outstanding cashier's checks and drafts of \$4,580.89 on that day, Dec. 6, and when the bank was closed Dec. 10 these checks were on the counter and Ricord's account had not been reduced thereby.

After the failure of the bank the Baker-Evans Grain Co. brought suit against Ricord for the amount of the three checks and was given judgment by the District Court of Jewell County. Ricord took an appeal and the Supreme Court of Kansas on May 5, 1928, sustained the judgment against Ricord, saying:

It will be seen from the above figures that the bank was unable at any time to cash these checks when they came in or pay them or any of them out of the cash on hand and the credit it had at Kansas City. It is hinted that the last one could have been paid out of the cash on hand, but there were on the counter the two earlier checks not cashed, and it would be unreasonable to cash the last when two earlier ones remained unpaid. In this connection it should be stated that the defendant acted in good faith and had no reason to think he was not paying these drafts out of his deposit as he had regularly been doing. There is no dispute about the collecting bank being the agent for the plaintiff for the purpose of collecting and remitting, but appellee insists that such agency ceases when the agent departs from the instructions given. The distinction can be readily seen in the reference cited by plaintiff to the attempted collection and payment of a car which arrived just a few days earlier. Defendant's check was received by the bank, his account charged with amount, and a draft sent to the plaintiff. The agent got his money from the defendant's account and attempted to remit it, but the bank closed its doors before the draft was paid. In that case the plaintiff can only look to the bank to make good its draft. In the cases involved in this action the bank did just the same thing as in the former case in receiving from the defendant his check in payment of the draft it delivered to him. But the check was worthless, not because of any fault of the defendant, but because the defendant's money was not available. It was not there nor at the correspondent bank in Kansas City. It had been used for other purposes.

A check is an order or request to pay another from one's deposit. The bank could not comply. The bank took or received the order, but did not comply. In this it was acting for the defendant, one of its depositors, and failed to carry out his directions. There is such a situation as an agent changing from one principal to another, and sometimes an agent may be acting for both parties at the same time. It has been held that the relation of bankers in the transactions of collecting and remitting frequently changes from that of principal and agent to that of creditor and debtor. *Colorado & S. R. Co. v. Docking*, 124 Kan. 48, 257 P. 743.

It is strongly urged that the act of the insolvent bank amounted to an acceptance of the check as payment, and the intention of the parties was to make a payment. The intention of the defendant was most certainly to make payment, but the bank and its officers could not possibly have so intended. They may have hoped that something might happen in the near future to make payment possible, but when they took the check it was an absolute impossibility.

Cases are cited showing that the neglect or failure to make the bookkeeping entries and charge items to the account of the depositor does not prevent the act of the bank from being a complete acceptance of the checks or even of a verbal order to pay a creditor. On the question of acceptance of checks as payment so as to bind the creditor and relieve the debtor, many cases are cited by appellant, but on examination of them it is found that not only did the depositor have the money to his credit, but the bank at that time was solvent and able to pay the check—entirely different from the fact in this case.

Along the same line, with this same distinction, the two cases against the Hanover State

Bank (*Goodyear Tire & Rubber Co. v. Bank*, 109 Kan. 772, 204 P. 992, 21 A. L. R. 677; *Kesi v. Bank*, 109 Kan. 776, 204 P. 994) expressly show in the syllabus of each that not only was the money on deposit, but the bank had it and was able to pay it. In both these Kansas cases and some of those cited from other states the actions were against the bank for a preference and were not attempts to collect from the original debtor.

Some of the cases cited by appellant refer to the almost universal custom of paying debts by checks and the futility of withdrawing the currency from the bank by check and then passing it back in payment of the debt. But an agent does not bind his principal when he exceeds his specific authority. A check is only a conditional payment, and a debtor does not effect a payment by tendering a worthless check unless one authorized to act for the principal to that extent accepts it as payment.

"With the exception of a few jurisdictions the authorities are unanimous in supporting the rule that the giving of a bank check by a debtor for the amount of his indebtedness to the payee is not, in the absence of an express or implied agreement to that effect, a payment or discharge of the debt, the presumption being that the check is accepted on condition that it shall be paid." 21 R. C. L. 60.

The difficulty, or rather the confusion, in this case is in the fact that the checks were drawn on the collecting bank when that bank was insolvent and unable to pay them. Had they been drawn on another bank that was insolvent, the acceptance of the checks by the collecting bank would be nothing more than conditional upon their being paid. But here, because the bank officer knew they were worthless and said nothing but delivered over the bills of lading contrary to instructions, it is contended that he thereby accepted them as full payment, binding his principal and relieving the debtor. Such a conclusion is contrary to the line of authorities above cited on general principles.

"The counsel for both parties recognize the Milford bank as plaintiff's agent for the collection of the draft. It is elementary doctrine that—

"An agent authorized merely to collect a demand, or to receive payment of a debt, cannot bind his principal by any arrangement short of an actual collection and receipt of the money."

In the case at bar the defendant did not part with anything of value. When the receiver took charge of the bank his account was not diminished by any of these checks. The checks were still lying on the counter.

We conclude that when the collecting bank received anything but money or its equivalent in payment of the bills of lading it exceeded its authority and did not thereby bind its principal, and that it was not an acceptance of payment either to bind the principal or relieve the debtor from the obligation to the creditor, which obligation he has never paid in any way or manner.

The judgment is affirmed.—267 Pac. Rep. 14.

## "Shipper's Load and Count" Does Not Protect Carrier.

The Northwestern Leather Co. got judgment against the Duluth, South Shore & Atlantic Ry. Co., and it was affirmed Apr. 3, 1928, by the Supreme Court of Michigan, for the difference in the number of bundles loaded into and out of a carload of leather, the B/L containing the stipulation "Shipper's load and count."

The court said: When the carrier receipts for goods with full knowledge of the amount shipped, it is estopped from denying the terms and conditions of its receipt. When the language "shipper's load and count" is inserted in the B/L, the carrier is not estopped, because it has not made the count. The carrier is liable for the loss of any goods actually delivered to, and accepted by, it for carriage.

The court charged in relation to the notation on the Bs/L, "shipper's load and count":

"The effect of that notation upon the B/L is that the railroad company does not guarantee, and has not counted and does not agree, that the number of bundles stated upon the B/L are there. It is a count of the shipper, and the railroad company is not bound by that count. \* \* \* It is incumbent upon the plaintiff to prove, by a preponderance of the evidence, the amount of leather which was put into the car and the amount which was taken out of the car by the trucking company, acting as its agent. If the same amount was taken out that was put in, then, of course, there would be no loss. In other words, if the plaintiff has not sustained the burden of showing that more was put in than was taken out, then it has not sustained the burden of proving its case."

There was testimony supporting plaintiff's right of action. The case was submitted to the jury on a fair charge, and the verdict and judgment should be affirmed, with costs.—218 N. W. Rep. 649.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

June 26-27. Farm Seed Ass'n of North America, Stevens Hotel, Chicago, Ill.

June 27-28. Eastern Federation of Feed Merchants, Statler Hotel, Buffalo, N. Y.

June 27-29. American Seed Trade Ass'n Annual Convention, Stevens Hotel, Chicago, Ill.

June 28-29. Indiana Grain Dealers Ass'n, mid-summer meeting, Hotel Gary, Gary, Ind.

August 16-17. Michigan Grain, Feed & Hay Dealers Ass'n, Hotel Olds, Lansing, Mich.

Aug. 20-22. National Hay Ass'n Annual Convention, Fort Wayne, Ind.

Aug. 23-24. New York State Hay & Grain Dealers Ass'n, Syracuse, N. Y.

August —. Oklahoma Seedmen's Ass'n, Stillwater, Okla.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

September 24-26. Terminal Grain Weighmaster's National Ass'n Eleventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. Chief Inspectors Grain National Ass'n Twenty-Seventh Annual Convention, Statler Hotel, Boston, Mass.

September 24-26. United States Feed Distributors Seventh Annual Convention, Hotel Statler, Boston, Mass.

Oct. 30-31, Nov. 1. Nebraska Farmers Grain Dealers Ass'n Silver Anniversary, Hotel Rome, Omaha, Neb.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.

Export restrictions on barley from Tunis have been removed, according to a decree of April 14, published in the *Journal Officiel* Tunis of May 5.

## Willamette Valley Grain Dealers Meet

The Willamette Valley Grain Dealers Ass'n held its annual meeting at the Marion Hotel, Portland, Ore., June 8.

The ass'n went on record as opposing the Shipstead and Walsh Bills, introduced in Congress at its last session. H. J. Elliott and Prof. Hyslop of Oregon State College were appointed on a com'te to investigate tariffs on rye grass, bent and vetch.

Prof. Hyslop gave an outline of the seed verification service recently instituted by the Department of Agriculture. He also told of the different classes of legislation proposed in Congress and their effect on grain growers of this state.

The following officers were elected: C. Holcomb, pres.; V. Burlingham, vice-pres.; Leon S. Jackson, sec'y-treas.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

MKT 83880 passed thru Temple, Tex., June 1 going south on Santa Fe leaking a heavy stream of grain at the side door.—R. E. Wendland, Wendland Grain Co.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### More About Cereal Oats as Hog Feed.

*Grain Dealers Journal:* I note a paragraph in the May 10th issue of the Journal on Page 549 near the bottom of column two wherein the grinding of cereal oats into delicious hog feed is recommended.

Hogs do not digest oat hulls. Cereal oats have very small groats in the hull. Pin oats have no groats whatever. Hence, 70 to 90% of such oats ground into hog feed would not be delicious or fat producing. If hogs are attempted to be fattened on ground oats of good grade, a manure pile consisting chiefly of oat hulls will be found.—W. H. Caldwell.

### Precedence of Contract or Lien.

*Grain Dealers Journal:* Last summer I contracted an amount of corn, making an advance to bind the contract. About 30 days later a local gentleman who had a bill against the farmer with whom I had contracted, served a writ of attachment against him, taking possession of the corn. I was called to a hearing at the county seat and I learned that local lawyers contended the writ of attachment took precedence over my contract, even tho the contract was made first.

I had had this contract recorded as a mortgage prior to the attachment of the contracted corn. Said legal talent delivered itself of an opinion that the contract was not legal. The form I used is as follows:

#### GRAIN CONTRACT.

No. .... City ..... 191....  
I ..... do hereby sell and agree to deliver to ..... or their agent, at their elevator, warehouse or cribs, as they may designate, at ..... between the ..... day of ..... 19.... and the ..... day of ..... 19.... buyer's option, ..... bushels of good, sound, dry, merchantable ..... to grade ..... for which I am to receive ..... cents per bushel; said

(Write price in full) ..... being now in my possession and free from incumbrance. Should elevator be full or incapacitated in any way, when grain is tendered it shall be delivered as soon thereafter as elevator can receive it. I do furthermore acknowledge receipt of ..... dollars as part payment on this sale, and confirm the Contract as above made. Witness my hand this ..... day of ..... 19....  
Witness:

Under the laws of the State of Nebraska what was my position on the contract referred to? Is this form legal and binding? If not, what form would be legal and binding? Would it have made any difference if I had not had the contract recorded as a mortgage?—Lyle Harris, mgr. Farmers Union Co-operative Co. Elevator, Guide Rock, Neb.

*Ans.:* The contract is good and binding as against the farmer, who if his grain is levied upon by a third party must find other grain to deliver to the elevator or be answerable to the grain dealer in damages.

The contract is not good against any creditor attaching the grain, because the grain is not specifically located and described as in a certain bin or of a certain entire crop grown upon a certain described farm. The farmer who signed the contract might have more than one farm in the county and grain in different granaries and nothing on the face of the contract shows to what lot it applies. The contract calling for a certain number of bushels only does not apply to all grain on the farm nor to any specified lot, so that anyone making the levy is at liberty to take possession of anything he can find.

A regular chattel mortgage would have been binding.

Recording the contract among the mortgages does not make it a mortgage when the farmer who signed the contract did not intend it to be

a mortgage and it was not worded as a mortgage.

### Chlorpicrin Will Not Taint Flour?

*Grain Dealers Journal:* Your answer to O. J. Kaschmitter's question regarding fumigating flour and feed with chlorpicrin noted. Wonder if taste of either is affected by fumigation.—T. J. Keenan, Clark, So. Dak.

*Ans.:* No. There will be a slight chlorine odor after fumigation with chlorpicrin; however this will leave sacked goods the first time disturbed.

### Accounting Books for Grain Firm?

*Grain Dealers Journal:* I am keeping a set of books for a man who buys and sells grain, in fact he does a general merchandising business. I am a little green at it and there are some points that I don't understand, altho I am getting along fairly well.

As I like it and wish to make myself thoroughly competent, I am wondering if you have any books on grain accounting, or could tell me where I could take a course by mail in grain accounting.—Herbert B. Harmon, Salina, Kan.

*Ans.:* We know of no school offering a course in grain bookkeeping. However, general bookkeeping principles form the basis for all sets of grain books. A thoro knowledge of the grain business would be of valuable help in keeping such books. This, combined with a thoro knowledge of general bookkeeping, would enable the bookkeeper to devise his own system for his particular firm. The work is facilitated by using the specially prepared forms for records adapted to the grain business.

**Des Moines, Ia.**—Edwin T. Meredith, farm publisher, died recently. Mr. Meredith was well known thruout the Middle West and had served as Secretary of the U. S. Dept. of Agriculture.

### Elevators Overturned.

High winds raging thru southern Kansas and the northern part of Oklahoma at midnight of June 8th played havoc with everything in its path that was not securely anchored. Highways were strewn with the wrecked roofs of farm buildings. Sturdy trees were uprooted or snapped off in the gale. Telephone service was paralyzed over large sections.

Some toll was taken among the elevators in the wind torn district. Herewith illustrated are two of the elevators which were blown down and wrecked. Both were the property of the Kansas Flour Mills.

The first was a 12,000-bu. studded structure at Spring, a station about 6 miles south of Anthony, Kan., on the Santa Fe. The equipment included a Richardson Automatic Scale, a Strong-Scott Truck Lift and a Ford Engine. The elevator was toppled eastward off its foundation and sufficiently wrecked as to be good for nothing but salvage.

The second was at Hayter on the Missouri Pacific about an equal distance south and west of Anthony. The elevator was swept about 25 feet off its foundation, toppled over and jammed against the tiny office where the Fairbanks Scales had just been put in repair for the coming season. It was about the same size as the one at Spring and of the same construction.

Elevators in a country subject to high winds ought to be well constructed to stand the stress, particularly when empty as were these elevators, and it ought to be an inviolable rule that they be firmly anchored to their foundations. Loss of property nearly always means an economic waste.



Above: Wreck of Elevator Jammed Against Office at Hayter, Kan.  
Below: Elevator at Spring, Kan., Up Ended, Off Foundation by Wind, June 8. Both Houses Owned by the Kansas Flour Mills Co.



# Prices for High and Low Quality Hard Winter Wheat Spreading More and More

From Address by Prof. R. M. Green of Kansas Agricultural College

"Take the liver out of Liverpool" was a familiar organization slogan a few years ago. Its appeal lay in the inference that it heralded the emancipation of American wheat prices from foreign domination. So quietly is the hoped-for result being at least partly accomplished by natural economic development along another line that the progress being made is perhaps quite generally overlooked.

The growth of the milling industry in the southwest is making the liver in Liverpool at least much more torpid than it used to be in so far as Kansas wheat prices are concerned. That Kansas City wheat prices are not always dictated by foreign markets has been very effectively demonstrated in price movements on the Kansas City and Liverpool markets this spring.

**Widening Spread Between High and Low Quality Wheat:** Since about 1892 the spread in price between low and high No. 2 hard winter wheat at Kansas City has widened from an average of about 7 cents a bushel to 15 cents a bushel. If the average trend of top No. 2 hard winter wheat prices at Kansas City since 1892 is calculated and a similar trend for low No. 2 wheat is determined, it will be found that the first wheat has tended upward since 1892 more rapidly than the latter kind. The price spread between the two was about 7 cents a bu. in 1892; 9 cents a bu. in 1902; 12 cents a bu. in 1912; 14 cents a bu. in 1922; and approximately 15 cents a bu. in 1927.

The growing importance of quality wheat in Kansas City territory is further attested to by a study of the size of premiums being paid in recent years. Since about 1918-19 there has been a much more frequent payment of high premiums on best quality wheat than was the case between 1910 and 1918.

During the nine-year period from 1910 to 1918, inclusive, there were only three years in which the premium on top No. 2 hard wheat at Kansas City over low No. 2 hard was as much as 5%. Consequently there were six of the nine years when the premium on high quality wheat was less than 5%.

Just the opposite of this situation has prevailed since 1918. During the nine-year period, 1919 to 1927, inclusive, there were six years in which the premium on top No. 2 hard wheat was 5% or more. In only three years since 1918 has the premium on top No. 2 been less than 5%. The three exceptional years followed the 1920, 1925 and 1926 crops. The Kansas crops of 1920 and 1926 were larger than average, but of high average quality. The 1925 crop, though small, was of high quality.

**Growth of milling industry in the southwest** has kept pace with the growth in average size of wheat crop. This means that while the southwest has increased its wheat production in recent years there has been about enough increase in mill capacity in the same territory to consume the added production.

At the same time a change has been taking place in the kind of wheat wanted by these mills. The number of Kansas mills has decreased from 211 in 1910 and 206 in 1919 to 113 in 1927. The 211 mills in 1910 ground about 46 million bus. of wheat, while the 113 mills in 1927 ground about 79 million bus. The "bigger and better" mill movement, if we can so style it, is partly, at least, in response to the increased demand of the ultimate consumer for bakery products and consequently to increased demand from bakeries for a flour adapted to their use.

The number of bakery establishments in the United States has decreased from about 26 thousand in 1914 to about 18 thousand in 1925. At the same time the value of bakery products has increased from 492 million dollars in 1914 to 1,268 million dollars in 1925. Two economic situations that now obtain in the southwest, therefore, are:

1. The mills of the southwest demand as large or a little larger proportion of the average size wheat crop of the southwest than they did formerly in spite of the increase in wheat production in the area.

2. Because of the bigger part played by bakeries in the demand for flour, mills need a higher percentage of quality wheat than ever before.

These situations, coupled with a multiplication of wheat varieties of untested values, changes in harvesting methods with which experience must be gained before farm storage is as safe as before, and recent expansion of wheat production, mostly in regions of extreme weather variations, all go to make for a greater

shortage than ever in the supply of wheat that meets a large part of the mill demand.

**Mill Buying Affecting Prices More:** It is generally understood that mills as a rule buy the largest percentage of their year's supply of grain during the months of July, August and September. Records from 32 Kansas mills for the 10-year period, 1915 to 1924, show that on the average these mills purchased 11½% of their wheat in July; 13½% in August; and 11% in September.

The mills' early season interest in the market, combined with the relatively light movement of new crop wheat up to about the last third of July, causes frequent bulges in cash wheat prices during July. During the last 18 years the price of top No. 2 hard winter wheat at Kansas City has risen during the second 10 days of July, 12 of the 18 years. In other words the price of this wheat has been up during the middle 10-day period of July twice as often as it has been down. This tendency has been most pronounced since 1918. If the nine-year period, 1910 to 1918, inclusive, is taken, it will be found that the mid-July price advance occurred five times and declines occurred four times. This period, it will be recalled, is the one in which as much as a 5% premium on top No. 2 wheat over low No. 2 occurred only three of the nine years.

In contrast with this period, the period from 1919 to 1927 shows the mid-July price advance in seven of the nine years and in one of the other 2 years there was a distinct price advance the last 10-day period in July. The period from 1919 to 1927 has already been pointed to as one in which a 5% or larger premium on top No. 2 hard wheat over low No. 2 has occurred six of the nine years.

The inference to be drawn from this association of facts is that strong seasonal mill demand for wheat in July, combined with greater anxiety over supplies of suitable milling quality wheat is an important factor in causing more frequent mid-July price advances in top No. 2 wheat at Kansas City in recent years than formerly.

Notwithstanding the possible influence of the two last-mentioned factors, the evidence is convincing that the demands of the growing milling industry in the Southwest are making Kansas City wheat prices more susceptible to supply and demand conditions in the Southwest and therefore to a less degree dependent upon foreign market influence. As has been shown, this home market influence is potent enough that no grain dealer, farmer, or miller, who is trying to get an intelligent understanding of his markets, can afford to neglect the bearing these changing conditions have on his wheat prices.

## Harvesting with Combines.

At the meetings of grain dealers held June 7 and 8 at Okeene and Watonga, Okla., the discussion of the combine question brought out the advantages of advertising in local papers advising the farmers to stay out of their fields until the crop is thoroly ripe. It was thought when the grain will crack in a man's teeth it is ripe enough to cut. No one was able to recall any farmer losing his crop thru waiting too long. Most dealers favored the combine method of harvesting, with reservations concerning the time of cutting.

Two local combine dealers were present and not only encouraged but offered their own support in properly advising the farmer when they go out to start the machines sold this year. The combine dealers are considered experts in the operation of the machines and it was believed they can wield considerable influence in getting the farmers to wait until the crop is dry enough to harvest.

H. S. Cunningham advanced the theory that much could be accomplished thru the implement dealers selling the combines. When these fellows tell the farmer to keep out of the fields until the wheat is ripe and hard, they are believed. Then it may be handled safely. The country dealer works on too small a margin to take chances on loss by accepting early run and damp combine wheat.

## Okeene Meeting.

The Okeene, Okla., meeting of dealers was held in the town lodge rooms, June 7. Sec'y Prouty was in charge. He called for crop reports. They are published in the column "Crop Reports."

### Protein.

No favor was expressed of paying for wheat on a protein basis, tho the problem is not considered a serious one this year in Oklahoma due to long and frequent rains.

### Storage.

Storage was discussed but considered unfavorably. The average country elevator needs all its capacity for handling just its own grain. Were it not for the cash premiums farmers might better sell their grain and use a portion of the proceeds to margin a purchase of the option, thus hedging for a later rise in the market under circumstances which will permit them to sell at any time without interference by weather. The place for storage is right on the farm.

Adjourned *sine die*.

### Notes.

Near-beer and sandwiches was the order of the day after the meeting was over. The refreshments were supplied by the local dealers.

Among those in attendance were H. S. Cunningham and F. A. Wheeler, Watonga; R. H. Dickinson, Benj. Schuber, Chas. Schneider, I. E. Larrabee, D. A. Drake, R. A. Falkenstein of Hitchcock; J. E. Taylor, Ringwood; Omar Richardson and G. A. Johnson, Enid; John M. Schroendemann and St. L. Reames of Homestead; Ray C. Hodge, Fred Werner, S. L. Riffy and G. W. Johnston, Fairview; L. E. Nault, Dorrow; and M. C. Raymond, Longdale.

## Watonga Meeting.

The Watonga, Okla., meeting of grain dealers was held in the warehouse of the Watonga Grain Co. on June 8. Sec'y Prouty called upon H. S. Cunningham, the district chairman, re-elected for that office, to take charge. Crop reports were called for.

Contracting and combine harvesting were discussed, as reported elsewhere.

### Notes.

Following the meeting everyone sojourned to the beer room and partook of bottled beverage and supremely appetizing ham and cheese sandwiches supplied by the local dealers.

Among the dealers present were I. E. Larrabee, Chas. Schneider, Benj. Schuber, R. H. Dickinson, R. A. Falkenstein and D. A. Drake of Hitchcock; R. L. Evans, G. T. Evans, and A. L. Blanc of Eagle City; Geo. Koch of Fay; W. O. Wheeler of Weatherford.

## Contracts from Farmers.

At the recent group meetings of grain dealers at Okeene and Watonga, Okla., contracting was discussed with about the usual conclusions. While it is acknowledged as a generally losing game some dealers practice it, partly because they believe it gives them an advantage in cinching delivery of the farmers grain and partly because they lack the nerve to turn down old customers with whom they have had contracts. It is usually true that a dealer gets his share of the grain regardless of whether or not he contracts and by failure to make any agreements he eliminates the loss which almost surely results from contracting delivery.

No one favored contracting before the wheat is harvested as too many hazards affecting the crop are present to make it profitable. One hail storm may clean out a lot of contracted grain and the farmer never thinks of making good the market difference. It is difficult for a grain dealer to hedge his contracts. If the market level stays even he is all right but if it goes up or down he gets too little or too much grain delivered.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Millers Desire Publicity of Grain Future Trading.

*Editor Grain Dealers Journal:* I have been much interested in the article in your issue of June 10th (page 683) under the caption, "Millers Desire Publicity Grain Future Trading."

It is my belief that the information for which the Federation has made request many times, not only to the grain exchanges themselves, but to the Department of Agriculture, is highly important to all who are connected with the actual production, processing and distribution of the principal crops, either in domestic or foreign commerce. A large number of those so engaged are obliged to seek temporary protection through the purchase or sale of "Futures," pending the securing or disposal of the actual product.

All of the economists of standing agree as to the prime necessity of stabilization of commodity prices, and to the harmful results of constant fluctuation. Well posted as you are, it is hardly necessary to describe at any length the fluctuations constantly occurring in such "Future" trading markets as Chicago, for example, but it is interesting to note the range in price of wheat, alone, in Chicago during the past several months, the range widening as the volume of trading increased.

The range between "high" and "low" prices in "May" wheat, Chicago, in 1928 has been:

|                         | Per Bushel |
|-------------------------|------------|
| January .....           | 4½c        |
| February .....          | 7½c        |
| March .....             | 10¾c       |
| April .....             | 29½c       |
| May .....               | 29c        |
| June (1st to 16th)..... | 13¾c       |

The impossibility of a grain dealer or a flour miller or an exporter doing business safely where such fluctuations occur and where a range of several cents per bushel occurs on the one day and where that range may be covered several times during the one session, the market bobbing back and forth, is self-evident. Those who are engaged in legitimate business should not be subjected to inevitable loss resulting from the operations of huge scale speculators, frequently shifting their position from one side of the market to the other, in order to intelligently determine where and in what "Future" to hedge legitimate transactions and to guard against possible tightening of a given "Future" in a given market. Those obliged to hedge should have at their disposal all the information which the Government finds it necessary to acquire and tabulate. Merely gathering this to be buried in public archives or to be published after its usefulness to the industry has gone by, appears to be senseless. Publishing this information segregated, as requested in the resolution of the Millers National Federation, by noon of the following day would, I believe, serve the requirements of legitimate hedgers.

There is little possibility that this will be done by the Exchanges themselves, therefore it should be done by the Grain Futures Administration of the Department of Agriculture, which already collects and tabulates it.

As Chairman of the Future Trading Com'tee of the Millers National Federation, I would welcome such co-operation on your part and on the part of the grain trade generally as will secure the publication of this information, to

which the farmer, the grain dealer, the miller and the exporter are clearly entitled, the suppression of which can only be in the interest of the professional speculator.—Bernard J. Rothwell, Boston, Mass., Chairman Future Trading Com'tee, Millers National Federation.

### Prepare for Fast Harvest.

*Grain Dealers Journal:* One of the local bankers tells me that local sales of combines this year brings the total up to 60 which will work in the territory tributary to Dighton. This is a by no means exceptional condition. It simply shows how Western Kansas has taken to the machines.

It is said that combines harvest an average of about 800 bus. a day. If all 60 were to work at the same time uninterrupted and none of the grain were binned, this would bring 48,000 bus. daily into local elevators during the harvest season. Our worry is whether or not we will be able to get enough cars to handle the grain as fast as it will come.—E. Crandell, Dighton, Kan.

### Let Farmer Hold Combined Wheat.

*Grain Dealers Journal:* The handling of combine wheat to the best advantage to producer and dealer alike is a subject of much interest. Apprehension on the part of dealers has brought to light many interesting features surrounding the handling of combine wheat marketed before it is well ripened, or following rains or before the dew is off.

It was felt that this was a matter of mutual concern to both producer and handler, that the dealers in every section of the state where combines are in use should immediately get in touch with the farmers and explain just what the situation is; that unless the producers give more consideration to the marketing of merchantable grain than they have heretofore through combining their wheat before it is thoroughly ripe, or before it has had a chance to dry out from rains or heavy dews, that you cannot buy or ship under such hazardous conditions, and farmers can not attach justified blame to their local dealers who refuse to handle damp, tough or immature wheat except at discounts ranging from 10 to 15 cents or more per bushel and oftentimes these discounts are insufficient to protect dealer against loss.

It is reported Kansas has 12,782 combines this year against 8,276 last year. Oklahoma 5,746 against 3,189, and Texas 2,900 this year, an increase of 200 over last year, while all three of these above named states show a total of about 21,500 combines operating this year against a total of 14,150 last year. This will mean a much quicker delivery of wheat on the market at harvest time, and perhaps much more grief than formerly, unless shippers are very cautious and careful not to ship any

damp, tough or immature wheat under any circumstances. Better let the farmer hold his wheat until it is in perfect condition for safe shipping.—C. F. Prouty, sec'y Oklahoma Grain Dealers Ass'n, Oklahoma City, Okla.

### Death of James H. Barrett.

The death of James H. Barrett, which occurred June 18 at his home in Cedar Rapids, Ia., was learned with regret and a sense of loss by grain men thruout the Middle West. Mr. Barrett was one of the best known and most popular of grain men in that section of the country. His stock of information concerning the grain business and his wonderful good fellowship made him a host of friends who will miss him. Loyal friendship and staunch character endeared him to clients and competitors alike.

For the last 15 years he had been in charge of the Iowa business of Lamson Bros. & Co. Practically all his business life had been spent in the grain field, beginning with managing a farmers' elevator at Waverly, Minn. He later became connected with the Northern Grain Co., and moved to Cedar Rapids in 1905. On dissolution of that company he became traveling auditor for the Western Elevator Co., and in 1913 accepted the position which he held at the time of his death.

Mr. Barrett was born May 29, 1874, the same year that Lamson Bros. & Co. were organized.

He had a serious operation in Rochester about three years ago, but seemed to recover completely. About a year and half ago the illness came upon him which finally resulted in his death. The end came as a heart stroke. Mrs. Barrett had been devotedly at his side thruout his somewhat protracted illness and his many friends extend heartfelt sympathy to her. In addition to his wife, he is survived by five brothers and a brother-in-law.

Funeral services were held June 20 at the Immaculate Conception Church in Cedar Rapids and were attended by prominent grain dealers from Minneapolis, Omaha, Chicago, and various Iowa points. Interment was in Mt. Calvary Cemetery.

### First Car of New Wheat.

The first car of new 1928 wheat in the United States reached market June 12 at Enid, Okla., was consigned to the Enid Terminal Elevator Co., having been purchased from the Oklahoma Wheat Growers' Ass'n.

The wheat was grown by E. O. Manes of Grandfield, Okla. It graded No. 3 mixed. Moisture content was 14.3 per cent, and the protein test 12.3.

Grandfield, Okla., also was the point of origin of the first car of the season, received at Kansas City, Mo., June 16. It there graded No. 3 hard, testing 60.3 lbs., with 14.5% moisture and 13.68% of protein.



First Car of New Wheat of 1928 U. S. Crop.



# Ohioans Brave Storms to Attend 49th Convention

Rain may make the flowers so beautiful, but grain dealers of Ohio are good looking enough without being rained on. Nevertheless, "rain-forecast" seldom dampens the enthusiasm for an annual state convention. However, quite a number of dealers who failed to drive in to the convention city on the day prior to the convention were halted in their attempts to make any progress against the gale prevailing all during the first morning of the convention, so many were forced to wait till after the storm and then drove in. Which is to say the attendance at the forty-ninth annual jubilee and convention of the Ohio Grain Dealers Ass'n was splendid, despite the terrific rainstorms.

Lima was the place, June 19 and 20 were the dates, which Ohioans will long remember.

One of the most decided advantages in gathering from twelve to twenty hours in advance, that of delightfully indulging in precious associations, was thoroughly enjoyed and reveled in. Also, the "closed session" for the membership in the early evening was quite worth while sitting in on.

On the humorous side of the ledger was found the Kangaroo Kourt held over the spilling of a bottle of Bevo, and initiation programs into the High Order of Browns and into the Ancient and Honorable Order of the Flea. These features will give an inkling of the uproarious frolic indulged in.

Going to an Ohio convention furnishes as broad a range of pleasant contacts as are to be found in going to many conventions covering greater territory.

The first session of this, the forty-ninth annual gathering, was held in the Elks' Club chapter room, a block down from the headquarters hotel, and was called to order by President Phil Sayles of Toledo, shortly after 10:30.

Invocation was delivered by the Rev. Victor Smith, of Lima.

The address of welcome was tendered in truly hospitable tones by the Hon. Ellis Jones, Mayor of Lima.

A fitting response was offered by E. C. Eikenberry, of Camden.

A telegram from Fred Mayer of Toledo, was injected into the proceedings at this point. Fred, a past president of several terms, and many times a com'ite member, regretted being unable to attend this meeting, the first he has missed in the thirty-three years he has been associated with its activities. His contagious smile, his greeting handshake, and his genial personality, were among his many charming assets missed by the convention.

**PRESIDENT PHIL SAYLES**, lately of Columbus, but now of Toledo, in his second annual president's address, rightfully pointed with pride at the progress and harmony in ass'n affairs the past twelfth-month, accomplished thru the untiring efforts of its directors and officers and particularly its go-gettin' secretary. He said:

## Pres. Sayles' Address.

Just stop and think, for a moment—how long this Ass'n has functioned—nearly 50 years. When we adjourn, we start on the fiftieth year. I am deeply grateful to have served you as President the last two years of your first half century. It is with a great deal of pleasure I see so many grain dealers here today. We want you to feel that the meetings are open forum in which you may discuss any problem pertaining to the grain trade you care to bring up.

I am more than pleased to recall the fact that the year just passed has been one of harmony and progress to ass'n affairs. This has been accomplished principally thru the untiring efforts and enthusiasm of the Ass'n's officers.

Your President and Secretary have conducted a large number of local meetings thru-out the State. I sincerely feel the local meetings are most essential in our Ass'n work. The local "pep" meetings have done a world of good in promoting harmony and fellowship among the members of the country grain trade, and in some instances have smoothed out the bitter differences that have developed between competitors in the same town, and nearby towns. I believe that by holding more local group meetings, there will be a tendency to bring out and call attention to the tremendous value of this Ass'n. In this way, the grain dealers will be reminded that in order to protect and advance their own interests they must support and boost their own organization.

There is no difficulty experienced in obtaining the membership of the best business minds in the trade. They are always willing to support any trade Ass'n which they feel is doing real work. It is the fellow who does not know what his cost of doing business is and who is afraid of his competitors that is difficult to obtain. In fairness to the organization every elevator and grain firm in the state should become a member. We have more than doubled our membership the past year. I feel we owe a vote of thanks to Secretary Cummings for his untiring efforts—he has served us efficiently. Our prayer is that he may serve us for many years to come.

Our Ass'n being affiliated with the Grain Dealers National Ass'n brings us in close contact with the best dealers thruout the country. Our members are given the privilege of using the arbitration committees of that organization, thus protecting us in whatever part of the country we buy or sell.

In closing I wish to call the attention of our members to the importance of the Ass'n work. Only by organization can we take care of problems affecting our interest. Individually we can do nothing, collectively we can do much.

In concluding my two years of service as your President, I am conscious of having fallen short in accomplishment, but I have served you to the best of my ability and extend to my successor my best wishes for a successful administration. To the officers and directors, I extend my thanks for their kind consideration, and to the members, my appreciation of their loyal support.

**SECRETARY "BILL" CUMMINGS**, Toledo, the individual mainly responsible for the 205 per cent increase in membership, for the slicing of expenses, for the revival of that successful custom of holding district meetings, for the membership campaign, for sponsoring almost all of the activities and functions undertaken by the organization, for creating avalanches of enthusiasm for the organization—its meetings and its activities, and for planning 500 membership for the 50th Anniversary Convention, etc., ad infinitum, read the following commendable report:

## Secretary Cummings' Report.

During the past year the Ass'n revived the old custom of holding group meetings in different parts of the state. Eleven meetings have been held since last August, the attendance being from 25 to 88. The largest turnout was at Greenville, on December 14, 1927. A great deal of enthusiasm was manifested at all of the meetings and were a benefit to the members and also to the Ass'n, as many new members were obtained. The fall meeting at Lima on Oct. 25 was also well attended, over 230 being in attendance altho all of them could not be fed owing to lack of reservations.

The membership at the present time totals 256, compared to 126 at the last annual meeting or an increase of over 100 per cent. We obtained 137 new members but 7 odd members were lost thru non-payment of dues or discontinuing business. This is the largest membership since the dues were increased to \$10.00 annually, the nearest being 201 in 1922 and in this connection will say our expenses for the year are the smallest since 1922.

Last September the governing board authorized a prize of \$25 be given to the person obtaining the most new members before the annual meeting in June, 1928, provided the winner obtained 6 or more new members. Mr. Joe Doering, our worthy dirt farmer from Antwerp, Ohio, won the prize by obtaining eleven applicants, but was hard pressed by M. R. Maney of Columbus, Ohio, who secured seven new members. The following persons also secured one or more new members: Phil Sayles, 9; Edgar Thierwechter, 4; Chas. Kellholtz, 4; J. A. Streicher, 4; L. R. Watts, 3; Geo. Beeley, 3;

J. C. Johnstone, 2; S. L. Rice, 2; Chas. Patterson, 2; E. T. Custenborder, 2; Perry Hall, 2; Dean Clark, 2; E. T. Curl, 1; Oscar Teegardin, 1; Al. T. Ward, 1; John Wickenhisser, 1; F. R. Watkins, 1; Earl Kieler, 1; Geo. Towney, 1.

I wish at this time to thank the officers, directors and members for their very loyal support the past year. Your President especially was very active, attending all of the group meetings with one exception, and would have attended that one but was detained by auto trouble en route. I wish also to thank our friend, V. E. Butler of Indianapolis, for his very hearty support, he having traveled all the way from his home to attend five of the meetings to give encouraging talks (and paid his own expenses.) Other members too numerous to mention attended the different meetings and were a big help in entertaining the crowd and assisting in increasing the membership.

Other activities of the Ass'n include efforts to retain present minimum weight on carload shipments; retention of present federal grain supervision of grain grading rather than federal grain inspection; obtaining equitable freight rates to the South from Ohio points; adjustment of excessive telephone rates on party to party calls; wheat treating for smut and weevil; endeavoring to get shippers to tack weight cards on all cars loaded in order to eliminate shortages.

There are about 350 elevators and mills in Ohio who are not members of the Ass'n, and with the proper solicitation, the most of them could be induced to join. The Secretary recommends that one or more members be selected in each county to interview the non-members and obtain their application. It is our most ardent wish to have a membership of 500 at our 50th Anniversary next June. Will you help? Let's make our golden anniversary something to talk about.

Bill's treasurer's report followed, showing a healthy balance.

## FINANCIAL STATEMENT

### Receipts.

|  |                   |
|--|-------------------|
| Balance on hand July 1, 1927..             | \$1,096.02        |
| Interest on Liberty bond, six months ..... | 21.25             |
| Interest on note at 6%, six months .....   | 30.00             |
| R. E. Tuttle arbitration case..            | 20.00             |
| Wade Cook arbitration case...              | 20.00             |
| 245 annual dues at \$10.....               | 2,450.00          |
| <b>Total receipts .....</b>                | <b>\$3,637.27</b> |

### Disbursements.

|   |           |
|---|-----------|
| Bills due and unpaid .....                                  | \$ 410.10 |
| Secretary's salary .....                                    | 550.00    |
| Printing, stationery, supplies, stenographer's salary ..... | 490.00    |
| Postage .....   | 102.00    |
| Multigraph letters .....                                    | 44.20     |



Pres. Elect Edgar Thierwechter, Oak Harbor, Ohio.



|  |          |
|--|----------|
| Telephone and telegraph .....                    | 6.45     |
| President's traveling expense..                  | 52.00    |
| Secretary's traveling expense..                  | 76.85    |
| Expense group meetings .....                     | 68.70    |
| Flowers .....                                    | 8.38     |
| R. E. Tuttle check returned...                   | 20.00    |
| Arbitration com'ite .....                        | 18.00    |
| Membership National Chamber<br>of Commerce ..... | 15.00    |
|  | 1,557.62 |

|                                |            |
|--------------------------------|------------|
| Total expenses .....           | \$1,967.72 |
| Balance on hand June 16, 1928. | \$1,669.55 |

COLONEL GROCE of Circleville, most appropriately delivered the following touching Memorial to the Departed Members:

Last year I was assigned the sad task of speaking in memory of two of our most prominent members who had "passed on" during the year, but an accident prevented by attending the meeting in Toledo, and as I lay on my couch at home, thinking of those "Long Loved and Lost Awhile," I wondered whose name would next be added to the list of "Our Honored Dead."

Seven names have been added since that time: J. B. Van Wagener, Nov. 27, 1927; S. A. Myers of Arcanum, March 16, 1928; L. F. Hammon of Florida, O., March 19, 1928; H. W. De Vore of Toledo, March 23, 1928; Frank Johnson of Stryker, April 12, 1928; E. A. Grubbs of Greenville, April 12, 1928; John Wickenhiser of Toledo, June 5, 1928.

In vain we call upon them: They have passed through the valley of shadows into the sunlight of eternal morning; and today we bring our wreaths of love and appreciation and tenderly lay them upon the graves of memory.

When one has passed the allotted age of "Three Score Years and Ten" he feels the loss of a friend most keenly. Two of these called the past year I counted as my good friends, and it is but fitting that I should speak of them in particular.

We were grieved and shocked but a few days ago to hear of the death of John Wickenhiser, one of the most prominent of our members, a grain dealer and member of the Produce Exchange of Toledo. He was a past president of our association, and always interested and active in anything for the good of the organization. I had the pleasure of serving with him on the board of directors of the Grain Dealers Insurance Co., and found him a man of strong character, of keen judgment, standing always for justice and right, but kind and considerate of the opinions of others.

In the storm of life he was oak and rock, but in sunshine, vine and flower.

Edward A. Grubbs, who died at his home in Greenville, April 12th, was a charter member of the Ohio and the National Associations, serving on the National Association Arbitration Committee, when one committee handled

all the cases and also on the Committee on Rules, which he helped to formulate.

He had a keen sense of honor and integrity, with a broad view of all problems, and was a good counselor.

For forty-four years he bore "The Slings and Arrows Common to All Grain Dealers," but he made a success of life and died beloved by all who knew him.

He was a public spirited citizen, standing high in the councils of the Masonic Order and a charter member of the Rotary Club of his town; a club whose motto is "Service Above Self," helping always in the upbuilding of his community and doing what he could to relieve suffering and distress, and I feel certain that if all for whom he did an act of kindness were to lay upon his grave a flower, he would sleep tonight beneath a bed of roses.

THE MEMBERSHIP CAMPAIGN AWARD, going to "high" man in the booster program, a check for \$25, was ceremoniously tendered to Joe Doering, the worthy dirt farmer of Antwerp. Joe, in his most stately manner, donated his prize to be matched by the organization to make up a \$50 award a year hence. His generosity and good sportsmanship were lauded similar to the enthusiastic applause given the nomination of the Republican candidate at Kansas City earlier this month. Joe said later that he knew if he took it the boys would see to it he didn't have it before night-fall, and that he figured he'd be doing everyone more good doing as he did.

COMITE APPOINTMENTS followed, and included:

Nominating: John Motz, Brice; S. L. Rice, Metamora; George North, Groveport. Auditing: Wm. Cook, Columbus; L. W. Dewey, Blanchester; S. Bender, Toledo. Resolutions: E. C. Eikenberry, Camden; J. C. Johnston, Cleveland; L. R. Watts, London.

### Tuesday Afternoon Session.

PRES. SAYLES: It has been suggested that the board of directors be increased to five members instead of three, in order to have representatives on the governing board from a wider range of territory.

J. H. MOTZ, Brice, presented the motion to increase the board from three to five members which carried.

DAVID K. STEENBERGH, Sec'y, Central Retail Feed Ass'n held the interest of the visitors with his address on "Sell Feed; But Sell It for Cash," which will appear later.

EDWARD E. TURNER, Attorney General of Ohio in his address on "The Duties of Citizenship," called attention to the wastes in state government, and urged everyone to exercise his or her privilege of voting.

### Credits.

L. E. FOSTER, Ohio State University, addressed the dealers on "Recent Tendencies in Credit Business," saying, in part, some of the factors which influence the cost of operation of a grain elevator are:

1—Nature of business (a) is grain a large part of total or (b) is merchandise a large part of total sales.

2—Total volume of sales.

3—Relation of total sales to investment.

Relation of Volume of business to cost of operation: In (a) grain elevators (b) merchandise elevators:

| Number of Elevators | Average Sales | Cost of Operation* |
|---------------------|---------------|--------------------|
| (a) 11              | \$ 60,712     | \$0.09             |
| (a) 33              | 106,748       | 0.07               |
| (a) 21              | 173,298       | 0.051              |
| (a) 20              | 268,795       | 0.047              |
| (b) 10              | 54,928        | 0.095              |
| (b) 33              | 118,667       | 0.085              |
| (b) 22              | 169,823       | 0.077              |
| (b) 15              | 320,490       | 0.049              |

\*Per \$1.00 of sales.

Do not sacrifice profits for added volume. There is a tendency in this state to get into too many side lines. Find out what side lines are doing for you, and you will doubtless find many that can be eliminated.

Farmers need credit and I am not looking at it from a political viewpoint. You all have farmers on your books who haven't been on your books for many years and who are as good as gold. If the credit business is handled in a proper manner, it is sound business practice. The credit problem has some consequences.

In some of the items of expense the manager has some control, others he can do little about. Labor and bad debts are two items upon which to concentrate our energy.

People who cannot borrow money at the bank will ask for credit at your elevator. If they are not good in one place they shouldn't be in another. You must exercise more care in the selection of your risks. You must adopt a collection program which will coincide with the income of the farmer. Some system should be worked out which will be equitable and fair to both the farmer and yourself.

### Terminal Markets.

PRES. SAYLES called on the representatives of the various markets.

D. J. SCHUH, Executive Sec'y, Cincinnati Board of Trade, in extolling the merits of his market said:

The handling of the weighing problem in our market is performed by the Board of Trade, an independent agency, as our pamphlet, which is in your hands, will indicate. The Board of Trade takes care of the scales, not



Grain Dealers at 49th Annual Convention of Ohio Grain Dealers Ass'n at Lima, O., June 19.



occasionally, but day in and day out. It supervises the weighing; prescribes the system or method to be followed; appoints the weighers and has full and complete control over them; in short, it does all the things that are humanly possible to insure the correct handling of the weighing problem. In this connection I believe that the various state organizations could render a real service to their members in the creation and maintenance of weighing departments. It is a strange state of mind that demands independent weighing operations in terminal markets, and at the same time feels that personally operated scales elsewhere are quite all right.

Mistakes can be, and are made at both ends of the line. However, we are doing all that we possibly can to eliminate opportunity for errors and to stamp out carelessness. We feel, without any spirit of ego, that we have the problem well in hand and have benefited from experience and advice. We are glad to contribute at any time toward the solution of the problem. From time to time we have assisted country shippers in their endeavor to adopt correct methods as well as proper installation. Our weighmaster has visited with loaders of grain and hay and has been of considerable assistance in installing proper equipment and the introduction of a workable system of checks.

It is my pleasure to assure you that we stand ready to render such service at any time. Furthermore, you have a standing invitation to visit us at any time. Our books, our methods, and our every feature of handling the weighing problem are open to your examination and suggestions, just as the railroads enjoy and exercise that right. Ours is a public institution operated for the benefit of all, whether in weighing ink, grain, tobacco, salt, coal, hay, or any other commodity. There is nothing private about our operations, and we believe that this open book policy places our weighing activities on a high plane. We account for all, no more and no less, than was in the car. If the weight runs over (so-called) that does not change our certificate.

FRED POND, Sec'y Buffalo Corn Exchange, in his very affable manner, called attention to the facilities of his market.

E. H. BEER, E. H. Beer & Co., Inc., Baltimore, spoke for his market.

JOE ABEL, Abel-Whitman Co., Inc., New York City, was next, and who could do as well for the New York Produce Exchange as Joe?

JOE DOERING, Southworth & Co., Toledo, after listening to the words of praise of the other markets, summed up his remarks with: "But Toledo is the best market."

Adjourned for the banquet.

## Banquet, a Gala Affair.

They gathered from the East, boys,

They gathered from the West,

Shouting "Ohio Forever"!

Two hundred and fifty strong, the convention in masse, marched on and conquered the Elks Fortress and were successful in putting down all viands. The grain dealers met with little opposition in dominating the pantry forces.

Everything was quickly subdued, with the outstanding exception of Little Red Riding Hood and her seven playing mates comprising the orchestra. No one seemed able to quiet them, but happily so, for their harmony was close. The girls' orchestra played during all of the seven course meal.

## Part of Buffalo Delegation.



Left to right: Fred Pond, Sec'y Buffalo Corn Exchange; E. E. McConnell, Mark Steele, George Wood, Frank Maurer and F. C. Pierce.

The colored paper caps everyone wore and enjoyed, were the contribution of The Ackerman Co.

PRESIDENT SAYLES was the able toastmaster of the gala occasion, a job he always does well.

"Sense and Nonsense" was the title of the inveigling after-dinner (minted) address by C. A. "Sunny" Sunberg, D.D., Springfield, O.

"Rain," a popular musical selection from eastern settings, greeted the throng upon their exodus from the banquet hall, but Ben Hofner of Lamson Bros. & Co., Toledo, and "Dixie" Steale of Cleveland, brought out their respective banjo and violin and "Drove the Blues Away," until they claimed "It Ain't Goin' to Rain No Mo'r, No Mo'r," at which signal most everyone "Packed Up Their Troubles in an Old Kit Bag" and smiled their way back to the hotel.

DANCING at Lima Park commenced soon after the rain discontinued its attack upon the pleasure of the grain dealers. At least fifty couples swayed rhythmically with the syncopation. Some of the tardy arrivals, who had spent part of the fast waning evening "cruising" had to appease their desire for dancing at the hot dog stand, where the convention held forth for an hour or so after the dancing ceased.

A SERENADE such as must have inspired Shubert to write something better was rendered gratis on the curbing in front of the Hotel, until a cop came along and insisted he take a solo-lead. Up until that time the size of the crowd and the water attacks from the rooms above had increased with surprising regularity. But in the ultimate "long-run" (with apologies to Goodyear) the cop had his own way about things, however, someone sheared him of his authority, his star and his cap—replacing same with one of the pink paper caps from the banquet. But after "Harry" got his revolver back he went home, and didn't disturb the songsters further.

## Wednesday Morning Session.

CHAS. QUINN, sec'y Grain Dealers Nat'l Ass'n, discussed the farm relief plank in the Republican platform, adopted at Kansas City, and explained just what it would mean to the grain trade. He also discussed the proposed international wheat pool and the various bills in Congress affecting the grain trade.

FRED SMITH, Office of Grain Supervision, U. S. Dep't of Agriculture, Chicago, followed his address on "Grain Grading," which will be published later, with a reel of motion pictures depicting the various steps in the grading of grain and another reel showing the handling of grain at different terminals and ports.

PAUL BARNES, Toledo: If you dealers are interested in having the Toledo markets broadcasted, write to the Toledo station requesting it. Individual letters in this case will do more good than combined effort.

## Ohio Pilots.



Sec'y W. W. "Bill" Cummings, Toledo; Pres. Edgar Thierwechter, Oak Harbor, and Phil Sayles, Retiring Pres. and Chairman of Board, Toledo.

FRED POND: In the name of the Buffalo Corn Exchange I want to again invite the Ohio Grain Dealers Ass'n to meet with the Michigan Hay & Grain Ass'n and the Indiana Grain Dealers Ass'n in a joint get together meeting in Buffalo some time in the early future.

J. C. JOHNSTON, Cleveland, read the following resolutions which were adopted:

## Resolutions Adopted.

### Ask Ohio Governor to Act in Hoch-Smith Investigation.

WHEREAS, The Interstate Commerce Commission is engaged in holding hearings in connection with Docket 17000, an investigation of the freight rates applying to farm products, said investigation coming as a result of the Hoch-Smith resolution; and,

WHEREAS, The Interstate Commerce Commission will, in the near future, take up Part 7-A, grain and grain products moving into, thru and from the state of Ohio; and,

WHEREAS, The said interstate movement of grain and grain products will be affected by the freight rates to be established as a result of the said investigation; and,

WHEREAS, Any readjustment of interstate rates may result, first, to the detriment of Ohio producers and handlers of grain and grain products in that such farm products of western states may be permitted to move thru the state of Ohio on rates that will present ruinous competition; second, in proper adjustments that will preserve to the Ohio producers their rightful outlet for grain and grain products; third, in the correction of certain present freight rate adjustments which are militating against Ohio producers and handlers of grain and grain products; and,

WHEREAS, In the opinion of the members of the Ohio Grain Dealers Ass'n the several matters set forth in the foregoing are of vital concern to every citizen of the great state of Ohio; and,

WHEREAS, In our opinion, the Governor of the state of Ohio is ever mindful of and concerned over the welfare and prosperity of our people, therefore, be it

RESOLVED, That we call upon his excellency, the Governor, to take such steps as his good judgment may dictate to cause full participation of the state of Ohio in all phases of the Interstate Commerce Commission's investigation under its Docket 17000, Part 7-A, grain and grain products, to the end that our people may not be deprived of their commercial rights and may procure freight rate adjustments which will place them at no relative disadvantage with other producing sections of the United States, and be it further

RESOLVED, That a copy of these resolutions be placed before the Governor at the earliest possible moment with an urgent appeal to him to immediately set in motion the proper administrative forces of the state to protect the interests of the grain producers and grain marketing agencies in a manner befitting the great state of Ohio and comparable with the splendid efforts made by western states in behalf of their citizens vitally affected by and interested in the same investigation.

### Bill to Protect Collection of Drafts.

WHEREAS, There is now pending in the House of Representatives at Washington, D. C., a certain bill, No. H. R. 13153, which is designed to protect the owners and holders of drafts with Bs/L attached, and other instruments sent thru the banks for collection only, in the event of failure of the collecting bank before remittances have been fully made for such collections. This is of vital importance and will

[Continued on page 753.]

## "Doing Time at Lima."



This Pair of "Joeys" Are Here Shown on the "Home Stretch" of "Doing Time" at Lima. Joe Streicher of Toledo and Joe Able of New York City.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Winnipeg, Man., June 15.—Estimated acreage under crop, season 1928, as compared with last year: Manitoba—Wheat, 2,422,600-2,195,400; oats, 1,540,800-1,544,500; barley, 1,667,100-1,512,500; rye, 127,800-136,400; flax, 118,000-122,200. Saskatchewan — Wheat, 14,431,700-12,979,300; oats, 4,447,900-4,412,600; barley, 976,400-925,900; rye, 349,200-358,200; flax, 330,400-330,700. Alberta — Wheat, 6,703,600-6,251,000; oats, 2,304,000-2,248,000; barley, 412,200-400,000; rye, 154,900-156,500; flax, 12,500-12,600. Aggregate—Wheat, 23,557,900-21,425,700; oats, 8,292,700-8,205,100; barley, 3,055,700-2,838,400; rye, 631,900-651,100; flax, 460,900-465,500.—J. G. Fraser, sec'y-treas. Northwest Grain Dealers Ass'n.

### ILLINOIS.

Lanesville, Ill., June 11.—Farmers are surely plowing corn today. Corn is looking fine, but weather has been too cool for rapid growth. Oats are fair. There is no wheat here.—J. S. Guthridge.

Paw Paw, Ill.—June 20.—This locality has received a bountiful supply of rain the past week. Until then we were suffering for lack of moisture. Small grain promises to be a light crop. Hay is almost a failure. Corn so far is fine with a good stand and clean fields.—J. R. Reynolds, mgr., Paw Paw Co-op. Grain Co.

Springfield, Ill., June 20.—Nearly all areas have now received ample moisture, but warm nights would promote the best growth of corn. Corn looks badly in the extreme south, where precipitation has been excessive. Winter wheat is headed short in the north; it is ripening in the south. Oats are heading short in the northern and much of the central division, due to previous dry weather.—Clarence J. Root, meteorologist.

### INDIANA.

Evansville, Ind., June 15.—Oats will be above the normal in yield in southwestern Indiana. A larger acreage was planted this year than last. Soybeans are looking unusually promising and the yield will be heavy. Meadows are looking good, altho it is feared they were hurt some by the recent heavy rainfall. Clover fields are looking good. Farmers have been extremely busy, but are more or less discouraged by the excessive rainfall in this section.—C.

Evansville, Ind., June 15.—Heavy rains during the first week in June did considerable damage to the corn crop in the "pocket" and it is feared the yield will be less than was anticipated a few weeks ago. There is practically no wheat in the counties in Indiana in the Wabash river valley. The rains of late have seriously damaged the corn crop. The weather has not been favorable to growing corn and the wet ground has kept the farmers from cultivating it. Wheat harvest was expected to be well under way by June 25, or a day or two before. Some farmers report they will not get over 5 bus. to the acre. Little barley and rye will be harvested in southern Indiana. Reports from northern Kentucky also are rather discouraging.—C.

### KANSAS.

Alexander, Kan., June 16.—Our wheat looks fine, but we need dry weather.—A. M. Fury, Farmers Elvtr.

Portis, Kan., June 18.—Wheat looks good but we are getting too much rain. Corn acreage has been slightly increased.—Scott Dillon.

Scott City, Kan., June 14.—Our wheat crop will be good and we have excellent prospects on barley and row crops.—W. R. Stevenson.

Smith Center, Kan., June 18.—Wheat looks like it will yield 12 to 15 bus. per acre. Corn acreage is about normal, but some damage has been done by heavy rains.—Smith Center Coop. Mill & Elevator Co.

Cedar, Kan., June 18.—Wheat will make a fair crop. The corn acreage is about normal and the crop looks to be in fair condition.—X.

Rush Center, Kan., June 16.—Our wheat is claimed to be the best since 1914. Yields should average 20 to 25 bus.—Guy Driver, agt. Geo. E. Gano.

Agra, Kan., June 18.—Our wheat is fairly good, but we need dry weather until after harvest. Corn acreage is about normal.—C. F. Dean, Dean Grain Co.

Buhler, Kan., June 15.—Wheat looks like a pretty fair crop. Yields will probably average 14 bus.—J. W. Ling, mgr., Farmers Co-op. Grain & Supply Co.

Garden City, Kan., June 14.—Some of the wheat north and northeast of here has been damaged by hail. South of town the crop is good.—Everly Grain Co.

Scott City, Kan., June 14.—We have a splendid prospect for barley. Our wheat acreage is a little light tho the crop looks fine.—J. E. Kirk, J. E. Kirk Grain Co.

Athol, Kan., June 18.—Wheat looks very promising if nothing interferes before harvest. Corn acreage is about normal and doing well.—P. I. Broom, mgr. Farmers Co-op. Grain Ass'n.

Wilson, Kan., June 15.—This part of the state is receiving entirely too much rain for the good of the wheat. Wheat is down in several places. Rust is being reported.—Farmers Elvtr. Co., Inc.

Ashland, Kan., June 20.—Last night we had great prospects in Clark County for a bumper wheat crop of 35 bus. per acre, but a hail storm last night cut this about 50%.—T. H. Urton with Larabee Flour Mills Corporation.

Grigston, Kan., June 15.—Summer fallowed wheat lived thru the winter and will make a fine yield, but the acreage is not very large. Barley and corn prospects are excellent if it stops raining.—S. J. Steel, agt., Kansas Grain Co.

Bloomington, Kan., June 18.—We have a fair crop of wheat but better than last year. Corn acreage is about the same as last year and is coming along pretty good.—David E. Nelson, mgr. Osborne County Farmers Union Co-op. Ass'n.

Athol, Kan., June 11.—The outlook for wheat is fine, the best we have had for several years, if it will just ripen as it should. Corn is a little backward and some fields need working as the farmers have been kept out by wet weather.—O. E. Rice.

Lebanon, Kan., June 18.—Corn looked fine until the last rain, when we had precipitation measuring nearly 3 inches. That did some damage by washing out and covering up the plantings. Wheat is fair and will probably yield 8 to 15 bus. per acre.—C. L. Travelute.

### MINNESOTA.

Minneapolis, Minn., June 20.—Small grain in a considerable portion of northern South Dakota does not show much improvement, as a result of the recent rains, which came too late to be of material benefit. Wheat and coarse grains are heading short and yields will be light. At some points farmers are plowing up badly damaged fields and reseeding to buckwheat, millet or flax. In west central Minnesota and the Red River Valley grain shows considerable improvement. Coarse grain in the southern half of the state is looking well, but winter wheat has been badly damaged. The southern counties of North Dakota have been somewhat affected by the previous dry conditions. Reports from Montana indicate improvement, but some damage has occurred in eastern districts and yields may be light. Winter wheat in the Judith Basin has benefited greatly by recent rains. Corn continues to make good progress generally, thruout the territory, but in northern districts it is somewhat backward. Winter rye is filling fairly well in some localities but under the best conditions yields will be small. Flax is making good progress, but a great many fields are uneven and weedy.—Van Dusen Harrington Co.

### MONTANA.

Gildford, Mont., June 20.—The wheat acreage has been increased 25 to 30%. The condition of the summer fallow and early sown wheat is fair, while 20% of the late sown wheat is so weedy it will not yield much. One-half of the late sown wheat did not germinate until our million dollar rain came. Our acreage of rye was about the same as last year but it is very thin. It headed out during our dry spell and

will yield 5 to 10 bus. to the acre. We will not get over 40% of last year's crop. With fair weather until harvest, Montana will harvest as much wheat as last year.—G. F. Mundy.

Valier, Mont., June 21.—Our wheat acreage has been increased 15%, and all standing. The condition is fine and present prospect is for a large crop.—E. H. McAuley, mgr. Equity Elevator.

### NEBRASKA.

Nelson, Neb., June 20.—Wheat will be fair, yielding from 12 to 15 bus. Corn acreage is about normal and in good condition. We have been fortunate in having plenty of moisture without heavy, damaging rains.—M. Sage, mgr. Farmers Union Elevator Co.

Ruskin, Neb., June 20.—Wheat will make from 15 to 25 bus. per acre. Acreage is a little smaller than last year, possibly 10%. Corn acreage has been increased and a good stand is apparent. It looks like a bumper crop of oats.—C. Lundsgaard.

### OKLAHOMA.

Okeene, Okla., June 7.—We expect an average wheat crop of 13 to 14 bus.—J. L. Nault.

Eagle City, Okla., June 8.—We expect 10 to 12 bus. of wheat per acre.—A. L. Blanc.

Eagle City, Okla., June 8.—We look for a 13 bu. average for wheat.—G. T. Evans.

Longdale, Okla., June 7.—We look for 18 bus. average of wheat.—M. G. Raymond.

Okeene, Okla., June 7.—Our wheat average should be 13 bus.—Ross Rector.

Fairview, Okla., June 7.—We expect 15 bus. of wheat per acre.—R. C. Hodge.

Eagle City, Okla., June 8.—Our wheat crop is similar to that raised last year. Perhaps the yield will not be as large.—R. L. Evans.

Fay, Okla., June 8.—Some of our wheat fields are good and the average yield will probably be greater than last year.—Geo. Koch.

Okeene, Okla., June 7.—We expect a 15-bu. wheat crop. North and east of town the crop is best.—C. Wimberly.

Ringwood, Okla., June 7.—Our wheat is about normal. It is about 25% better than a year ago.—J. E. Taylor.

Okeene, Okla., June 7.—Some grain is a little thin but it averages better than a year ago.—H. Slommer.

Watonga, Okla., June 7.—Our crop will average 13 bus. of good quality wheat.—F. A. Wheeler.

Homestead, Okla., June 7.—Our wheat crop will vary from 12 to 15 bus. per acre.—St. L. Reams.

Homestead, Okla., June 7.—We should have 12 to 15 bus. average of wheat.—J. M. Schroedemann.

Hitchcock, Okla., June 7.—We expect 10 to 15 bus. of wheat on the average.—R. H. Dickinson.

Hitchcock, Okla., June 8.—Our wheat crop is 20 to 25% better than a year ago. Some fields will produce from 20 to 30 bus. per acre. The average will be from 12 to 13.—I. E. Larrabee.

Hitchcock, Okla., June 8.—I think we will have from 12 to 15 bus. of wheat per acre. The crop is better than last year and seems to be filling unusually well.—R. A. Falkenstein.

Carmen, Okla., June 11.—Wheat is a little thin, but the heads are well filled. Yields should run 15 bus. per acre.—Oscar Reeg, mgr., Farmers Union Co-op. Exchange.

Fairview, Okla., June 7.—Our wheat crop is much better than a year ago. We expect 15 to 18 bus. per acre and some places it will average 20.—S. L. Riffy.

Weatherford, Okla., June 8.—Custer and Washata counties will average 12 bus. of wheat per acre, which is considered good.—W. O. Wheeler.

Watonga, Okla., June 7.—We have a good crop tho it is not so good as in 1926. We expect from 12 to 18 bus. per acre.—H. S. Cunningham.

Hitchcock, Okla., June 8.—Some of our wheat fields are poor, but plenty of them look good and we expect 12 to 15 bus. average yield.—Benj. Schubert.

Okeene, Okla., June 8.—Our wheat crop is average and will probably yield 12 to 13 bus. per acre, possibly more, if it fills well before ripening.—S. H. Hendrickson, Farmers Union Co-op. Exchange.



Enid, Okla., June 7.—The crop over the Enid Mfg. Co.'s line of elevators averages much better than it did last year and in many places will exceed that of 1926.—G. A. Johnson.

Fairview, Okla., June 7.—Our wheat crop is in very good condition and will average between 15 and 25 bus. per acre. West of town it is a little thin in places, but is well filled. The Cheyenne territory is much better than normal and will average between 20 and 25 bus.—Glenn Johnston.

## TEXAS.

Booker, Tex., June 11.—Wheat is practically in head and promises a good yield.—Percy J. Gheen, mgr. Booker Equity Union Exchange.

## Tampering with Grades at Seaboard.

Wm. M. Jardine, sec'y of agriculture, at a conference of members of Congress in the office of Senator Walsh of Massachusetts said, "Federal grades on American wheat going thru Montreal for export were being tampered with thru collusion with American exporters. I think if it were necessary we might produce facts to prove that statement."

Following this conference Senator Walsh introduced a resolution later adopted by the senate, directing the Department of State, the Department of Agriculture, the Interstate Commerce Commission and the United States Shipping Board to investigate the causes for diversion of commerce to Canadian ports and to report to congress with such recommendations as they might wish to make for remedying the situation.

Secretary Jardine suggested the United States government ought to have an understanding with the Canadian government that United States grain would pass through Montreal with reinspection, as United States authorities permit Canadian grain to clear through United States ports.

Canadians ship their grain under seal, and the grades are not changed, Secretary Jardine said.

Failing an understanding with the Canadian government, Secretary Jardine wondered if the United States could not have legislation prohibiting United States exporters from tampering with United States grades—that if they sent it thru Montreal it would have to go thru United States inspection and no one else's.

"The Canadian farmers would very much like to have our grain go to European ports as low in quality as possible," Secretary Jardine said. "That will make their competition easier. They only want to maintain high standards because they know it is good business. We want it to go out of Montreal in the same basis of grade as we allow it to go out of the United States."

## Kentucky Bluegrass Seed Crop Smallest in Eleven Years.

Washington, D. C., June 21.—The production of Kentucky bluegrass seed is expected to be the smallest since 1917 and only about 15 to 20% as large as the 1927 crop. The decrease was due somewhat to the big reduction in the acreage stripped than to the marked decline in yields. The crop in Kentucky, Missouri, Iowa, Nebraska and Kansas will amount to 275,000 to 350,000 bus. of rough, cured seed, compared with approximately 1,850,000 last year, 2,050,000 in 1926, and 960,500 bus., the average annual production in these states during the 10-year period, 1918-27.

Severe freezes during the past winter and spring that did so much damage to the winter wheat and rye crops in Kentucky and adjoining states also were largely responsible for thinning the stands and retarding the growth of Kentucky bluegrass in that state. In the western district the cold, dry weather in the spring, particularly in April, was generally believed to be the most potent factor in reducing yields. Doubtless the heavy seed crop in this district last year tended to sap the strength of plants this year.—U. S. Dept. of Agriculture.

## Impractical to Grade Wheat on Protein Content.

The recommendations by the committee on agriculture with respect to certain changes in the grading system have been published. It is evident that the committee had pretty well persuaded itself that protein content should be made the basis of grading, but the report states that because sufficient evidence as to the effect of such a change on export trade had not been before the committee it was recommended only that the matter be made the subject of a full inquiry during the recess. If the committee had not before it sufficient evidence to show how Canada's export trade would be affected, then it had not evidence enough on which to form any opinion, because three-quarters of our wheat goes for export and the value of the whole is determined by the export price. It is certainly fortunate that no immediate action was urged, and the inquiry decided upon must be taken very seriously, for the practical objections to grading on protein contents seem almost insuperable.—*Grain Trade News, Winnipeg.*

The Latvian State budget for the current fiscal year calls for the allocation of 300,000 lats or \$8,000 for the building of grain elevators, states a report from Assistant Trade Commissioner L. C. Morse. The funds shall be distributed by the State Land Bank in the form of credits to the agricultural organizations and private persons interested. The credits shall be issued for three years at 1 per cent interest per annum, security to be furnished in the form of mortgage on real estate or bank guaranties.

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for July delivery at the following markets for the past two weeks have been as follows:

|                 | June 11. | June 12. | June 13. | June 14. | June 15. | June 16. | June 18. | June 19. | June 20. | June 21. | June 22. | June 23. |
|-----------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| <b>WHEAT</b>    |          |          |          |          |          |          |          |          |          |          |          |          |
| Chicago         | 141½     | 139½     | 137½     | 139½     | 138      | 136¾     | 135½     | 135½     | 137½     | 137½     | 137½     | 138½     |
| Kansas City     | 134      | 132½     | 130½     | 131½     | 131      | 130      | 129      | 129      | 130½     | 130½     | 130½     | 131½     |
| St. Louis       | 141½     | 139½     | 138      | 139½     | 138½     | 137½     | 136½     | 136½     | 138½     | 138½     | 137½     | 139½     |
| Minneapolis     | 140½     | 138½     | 136½     | 138½     | 137½     | 136½     | 135      | 135½     | 137½     | 137½     | 136½     | 137½     |
| Duluth          | 140½     | 138½     | 137½     | 139½     | 138½     | 137½     | 135½     | 135½     | 137½     | 137½     | 137½     | 138½     |
| Winnipeg        | 141½     | 139½     | 138½     | 138½     | 137      | 135½     | 133      | 133½     | 136½     | 137½     | 138½     | 138½     |
| Milwaukee       | 141½     | 139½     | 137½     | 139½     | 138      | 136¾     | 135½     | 135½     | 137½     | 137½     | 137½     | 138½     |
| <b>CORN</b>     |          |          |          |          |          |          |          |          |          |          |          |          |
| Chicago         | 103½     | 104      | 100½     | 100½     | 101½     | 102      | 101½     | 98½      | 99½      | 98½      | 98½      | 102      |
| Kansas City     | 98½      | 98½      | 96½      | 96½      | 97       | 97½      | 97½      | 95½      | 95½      | 92½      | 92½      | 95½      |
| St. Louis       | 105½     | 106½     | 103½     | 102½     | 103½     | 104½     | 103½     | 100½     | 101½     | 100      | 101½     | 104½     |
| Milwaukee       | 103½     | 104      | 101      | 100½     | 101½     | 102      | 101½     | 98½      | 99½      | 98       | 98½      | 102      |
| <b>OATS</b>     |          |          |          |          |          |          |          |          |          |          |          |          |
| Chicago (new)   | 55½      | 53½      | 53½      | 53½      | 53½      | 53½      | 53½      | 52½      | 53½      | 53½      | 53½      | 54½      |
| Minneapolis     | 56½      | 54½      | 54½      | 54½      | 55       | 55½      | 55½      | 53½      | 54½      | 55½      | 55½      | 57½      |
| Winnipeg        | 67½      | 65½      | 63½      | 62½      | 61½      | 61½      | 60½      | 61½      | 63½      | 63½      | 62½      | 62½      |
| Milwaukee (new) | 55½      | 54       | 52½      | 53       | 53½      | 53½      | 53½      | 52½      | 53½      | 53½      | 53½      | 54½      |
| <b>RYE</b>      |          |          |          |          |          |          |          |          |          |          |          |          |
| Chicago         | 128      | 124½     | 122½     | 123½     | 123      | 122½     | 121½     | 118½     | 121½     | 121      | 119½     | 120½     |
| Minneapolis     | 123½     | 121½     | 120      | 121½     | 121½     | 120½     | 119½     | 117½     | 118½     | 118½     | 118½     | 117½     |
| Duluth          | 125      | 123      | 120½     | 120½     | 121      | 119½     | 118½     | 116½     | 118      | 118      | 117½     | 117      |
| Winnipeg        | 123½     | 120½     | 117½     | 119      | 118½     | 116½     | 116½     | 114½     | 116½     | 116½     | 115½     | 115½     |
| <b>BARLEY</b>   |          |          |          |          |          |          |          |          |          |          |          |          |
| Minneapolis     | 83½      | 83       | 82½      | 82½      | 82½      | 80½      | 79½      | 79       | 80½      | 80½      | 83½      | 85½      |
| Winnipeg        | 92½      | 91½      | 90½      | 90½      | 89½      | 88½      | 86½      | 84½      | 87½      | 89½      | 89½      | 90       |

\*Market closed—holiday.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Fort Worth, Tex., June 12.—The first car of 1928 wheat to reach here was received today, being consigned to the Transit Grain & Commission Co. from the Northwestern Elev. Co. of Frederick, Okla. The car graded No. 2 dark hard, testing 61.7 lbs. to the bu.; moisture, 14%; protein, 13.8%.

Arkadelphia, Ark., June 7.—The Arkadelphia Mfg. Co. received the first load of new wheat today. It tested 14% moisture and except for that would have graded No. 1. It was harvested May 29, threshed June 7 and delivered the same day, the earliest that any new wheat was ever received by the company.

Winnipeg, Man., June 14.—Total new wheat inspected to date, 368,631,000 bus.; in store at country elevators, 14,000,000; in transit, not inspected, 4,500,000; allowance for feed, seed and country mills, 45,000,000; estimated by country agents in farmers' hands to market, 12,220,000; total, 444,351,000 bus.—J. G. Fraser, sec'y-treas., Northwest Grain Dealers Ass'n.

Montreal, Que., June 11.—Receipts at this market during May as compared with May, 1927, in bus., were as follows: Wheat, 11,965,465-14,391,148; corn, 32,115-286,135; oats, 1,528,452-2,285,585; rye, 2,036,714-5,134,672; barley, 194,627-1,971,328; flaxseed, 79,619-176,734 Shipments similarly compared were: Wheat, 6,140,322-16,422,105; corn, 59,002-146,546; oats, 775,997-2,058,885; rye, 1,393,716-9,110,694; barley, 545,892-3,817,515.—Sec'y J. Stanley Cook, Board of Trade.

Duluth, Minn., June 11.—Receipts at this market during May, compared with May, 1927, in bus., were as follows: Wheat, 6,148,687-3,165,719; corn, 182,252-7,416; oats, 129,979-27,845; rye, 873,952-2,745,273; barley, 462,927-467,894; flaxseed, 217,335-226,375. Shipments similarly compared were: Wheat, 14,891,314-4,690,744; corn, 196,646-6,661; oats, 505,948-3,153,534; rye, 3,952-562-3,956,676; barley, 1,016,135-506,961; flaxseed, 356,334-267,614.—Sec'y Chas. F. Macdonald, Board of Trade.

Postage on private mailing cards will be reduced to 1 cent effective July 1.

Bacon's 1927 Crop Type Nine Corn, just announced, is an example of good merchandising methods in pushing the sale of one's own instead of a government graded commodity.

Ogden, Utah—Miss Eldora Pence, a stenographer for the Globe Grain & Mfg. Co., was chosen to represent the state of Utah in a beauty pageant at Galveston, Tex. Her father, Milton J. Pence, is in charge of grain buying for the Globe Grain & Mfg. Co.

## Transportation of Crop a Serious Problem.

Clyde M. Reed, chairman of the Trans-Missouri-Kansas Shippers Board, says on the eve of the movement of the new crop:

We estimate that 100 million bus. of wheat will be transported out of the southwest in the first days after the movement starts. To handle this crop means that the railroads must furnish 75,000 grain cars in that period. The railroads must move 3,000 cars a day in the thirty days if they are to prevent congestion. Of the 30,000 cars which will be on sidings by July 1, the Santa Fe will furnish 12,000, the Missouri Pacific and Rock Island 6,000 each, the Frisco 3,000 and the other roads 3,000.

Many of the newer wheat districts have comparatively small storage space for the wheat they will harvest. Ness County, for instance, has a crop estimated at 3 million bushels and storage for less than one-tenth that amount.

The situation is further complicated by the increased use of combines. There will be between 19,000 and 20,000 combines in Kansas, and about 5,000 more in Oklahoma and the Texas Panhandle. A combine harvests and threshes about 300 bushels of wheat a day. This means that 7½ million bushels a day can be made ready for shipment in the southwest.



# Northwest Grain Dealers Discuss Protein, Premiums and Smut

Notwithstanding the continued rains and impassable roads a few of the faithful supporters of the Northwestern Grain Dealers Ass'n assembled in the Convention Hall of the Glacier Park Hotel, Glacier Park, Mont., on the morning of June 21 and held a heart to heart conference.

PAUL R. TRIGG of Great Falls, acting for Pres. G. E. Paulson called the 14th Annual Convention to order at 10:15 a. m. and asked for the reading of the minutes of the last annual meeting.

SECY SUE SWEARINGEN, Great Falls, read the minutes which were approved.

P. A. LEE, sec'y of the North Dakota Farmers Grain Dealers Ass'n, brot greeting and good wishes from his organization. In telling of the meeting at Havre said that the Farmers Elevator Ass'n of Eastern Montana was not an attempt to interfere in any way with the work of the Northwestern Ass'n. They have some problems which are peculiar to their section and similar to what we have in North Dakota, so I have been helping them.

The Attorney General who addressed the dealers has experienced great difficulty in collecting evidence of criminal intent in violations of the anti-discrimination law.

The dealers of Eastern Montana have such a widely varying schedule of charges for handling and storage that they are seeking a law fixing both handling and storage charges and a penalty for violations of the law. They appointed a Legislative Com'ite and hope for your cooperation in securing the regulation of these charges.

We in North Dakota have many other problems in common with the dealers of this state. Our Ass'n confines its membership to Farmers Elevators, independent grain dealers and line elevator companies operating only in the state of North Dakota.

CHAIRMAN TRIGG said that so many grain buyers had devised means of getting around the recognized methods of good business that if the grain business is to be saved from cutthroat competition we must get some help from the law.

A. H. BOWMAN, Commissioner of Agri., Helena, said: I do not think it is good ethics for any grain elevator operator to store grain free of charge. If a farmer I would look with suspicion upon any elevator man who made me such a proposition. We have entirely too many laws. Few laws are free from defects. We depend too much upon law to run our business. I am glad to tell you that since we have been testing scales only one dealer has raised any objection to our tests. Most of the dealers are glad to have their scales tested.

If you adjust your storage and handling charge with equity and indulge in fair competition we will have no need of more laws.

P. A. LEE: Answering the chairman's interrogation, I think there is a line of cleavage between the line elevators and the farmers' elevator companies and the independents. I have settled many trade difficulties at grain stations and never hesitated to take all the blame for maintaining harmonious relations. We work with the line elevator companies and all are striving to improve trade conditions and methods.

GEO. K. LABATT, Minneapolis: I am glad there is less friction between the line elevators and the farmers' elevators. The line companies have always sought to obtain compensation for each service rendered and collected storage except where competition prevented, so we were glad to have the storage charges regulated by law. All North Dakota elevator

operators are better off for the change. They are doing a safer business.

S. B. FAIRBANK, Hobson: The farmer is the greatest salesman of his own products in the country. If I could sell my flour as well as he sells his grain I would be a great success. I think it would help to have compulsory storage charges, help to get sense in the methods of crazy buyers.

L. E. GREEN, Willsall: Our company was organized as a cooperative, but the need of additional capital forced us to reorganize and we are now owned by a few growers. We soon found that in order to pay interest on the money we borrowed at the bank, we must charge interest, so we charge everyone 6% on all advances. We give 15 days' storage, but charge for everyday thereafter and try to dissuade our patrons speculating with our storage room. I believe the establishment of storage and handling charges by law would help the line elevator operators.

Adjourned to 2 p. m.

## Thursday Afternoon Session.

The second session was called to order promptly at 2 P. M. by Chairman Trigg who announced that congratulations were in order for Mr. L. E. Brown.

E. J. BELL, JR., Asst. Agri. Economics of the University of Montana, in discussing the Protein Content as a Factor in Wheat Marketing, said: The Argentine farmer is shipping in American Tractors and Combines and depending largely upon wheat for his crop. The Canadian farmer is also depending upon wheat and hoping that the U. S. farmer will diversify and stick to his home market. Montana farmers are so far inland the cost of transportation handicaps them in the wheat markets of the world. Farmers who know what their wheat is worth appreciate that our present marketing facilities are the best that can be devised.

The most economical method of marketing wheat is for the farmer to load it direct into a truck and haul it to the elevator. That relieves him of the care of the grain, but it places a greater responsibility upon the elevator operator.

We are not sure that high protein wheat of the 1928 crop will command a premium. It depends upon the needs of the flour makers and the average protein content of the crop.

The varying protein tests from the same field are bewildering. Last year we took samples from different loads from a large field. Our protein tests varied all the way from 12 to 18%. Careful investigation developed that one part of the field had a helpful rain that failed to fall on the rest of the field. Buyers will profit by keeping wheat of high protein in separate bins, so as to supply the demand when premiums are attractive. Tests of hand samples from different parts of the field vary about the same as tests of threshed samples.

CHAIRMAN TRIGG: The hardest competition in the world is the ignorant dealer. The purpose of this Ass'n is to educate the dealers of the state in better methods and help them to safer profits, but if they will not attend the meetings and join in the discussions we can not reach them.

A. H. BOWMAN: I can't agree with Mr. Bell that the most economical method for the farmer to market his wheat is direct from the combine to the elevator. I have raised wheat and I believe that the place for the farmer who wants to hold his wheat is in bins on his own farm. Its marketing is less expensive. Wheat must go thru the sweat before it is in condition to store safely. If he rushes

it to market from the combine he must employ trucks, while if he waits until later he can haul it to market himself.

L. E. GREEN, Willsall: We have experienced difficulty in finding containers for keeping or shipping samples that would prevent the drying out of the sample. We find that cardboard containers even tho oiled on the inside do not prevent the evaporation and invariably the samples test less than the car when it arrives. I believe we should all join in obtaining a supply of containers that will prevent this evaporation.

S. B. FAIRBANK: The milling value of wheat from the different parts of Montana varies widely and we can not reflect the value of the protein back to the farmer unless we know its value. We need daily reports of the premiums being paid.

C. G. WILLIAMS, Minneapolis: That information is now being collected by a representative of the sec'y of the Chamber of Commerce and will be sent out daily.

W. G. KIRKPATRICK, Great Falls: I move that a Protein Com'ite of five be appointed to consider the reflection of the premium on the card. Carried.

CLYDE G. WILLIAMS presented a plan devised by W. F. Schnaidt, Marketing Specialist of South Dakota College for reflecting the protein premium back to the farmer but did not recommend it. Mr. Schnaidt recommends that the country elevator buyer reflect not over 75% of the premium because by the time the wheat reached market the premium may have declined materially. South Dakota and North Dakota dealers want the protein premium shown on the daily card and The Grain Bulletin will do just as you want, but asks for your wishes in the matter.

Adjourned for the banquet.

## Friday Morning Session.

The third session was called to order by Chairman Trigg who announced the following com'ites:

PROTEIN PREMIUMS: Geo. K. Labatt, Minneapolis; W. G. Kirkpatrick, A. J. Maly and W. W. Haight, Great Falls; L. E. Green, Willsall; S. B. Fairbank, Hobson; Dan Noble and Ray Swift, Lewistown, and C. A. Slingstad, Havre. This com'ite is to act with A. H. Bowman and W. T. Giese of the Dept. of Agri. at Helena and E. J. Bell, Jr., Asst. Agri. Economics, State College, Bozeman. This com'ite is to keep in touch with the governor and be at his call for advice and information regarding protein problems.

NOMINATING: W. G. Kirkpatrick, E. T. Pettersen and G. E. Patton, Great Falls, and G. E. Paulson, Cascade.

RESOLUTIONS: W. E. Cameron, Great Falls, L. E. Brown and Geo. K. Labatt, Minneapolis.

In introducing Governor John E. Erickson the chairman paid high tribute to the earnest efforts of the governor to get an intelligent understanding of the various industries of the state and to help in their development.

GOV. ERICKSON said, Man since the beginning of time has been busy growing things, making things, distributing things. We have important mines and smelters, but our farming industry has outstripped all our other industries and last year we produced over 80,000,000 bus. of wheat of superior quality. We produced last year enough mutton to feed ten times our population, besides a large amount of wool. Our farmers are also increasing their acreage in grain, dairy products, eggs and poultry. For a time our farmers had a distressing struggle, but their prosperous future is now assured.

Montana would be more prosperous if we utilized more of our raw products in home factories. We need more flour mills. Shipping out the raw materials and shipping in the manufactured goods is not an economical operation.

We hope the peoples of New England and New York will help to bring the St. Lawrence



canal into existence to the end that our farms may be brot a thousand miles nearer to consumers market.

All agree that if any advantage arises from the superior quality of wheat grown in our state it should be reflected to the grower and I congratulate this organization on its earnest efforts to see that the farmer profits fully from his efforts.

Montana is an imperial domain by itself, the third largest state of the union, it contains 93,000,000 acres which need development.

Chairman Trigg congratulated the state on the possession of a splendid executive and a superior salesman. He assured the governor of the deep appreciation of the grain dealers for his intelligent cooperation in bringing about better conditions surrounding the grain producers and handlers.

JAY G. DIAMOND, State Agricultural Statistician, in discussing Crop Statistics and Forecasting, gave a comprehensive survey of the aims and accomplishments of the Bureau of Crop Estimates as well as the methods of collecting and compiling reports on crop acreage and conditions.

W. G. KIRKPATRICK, Great Falls: If we had paid for all our protein tests last year we would have been at an expense of approximately \$12,000.

Some farmers being dissatisfied with the first test bring in other samples and ask for tests. One farmer brot in a load of 75 bus. and asked for a test which would cost us at least 75 cts. I believe some of the cost of these tests should be borne by the producer.

Chairman Trigg suggested that the proposal be referred to the Protein Com'te.

L. E. GREEN, Wilsall, said that by encouraging the farmers to raise hogs his company was shipping a double deck car of hogs every two weeks. The farmers telephone us when they have any hogs ready for market and we tell them when a shipment will be made. We get buyers there to bid for the hogs. We extend credit to them for feed and get a home market for all the frosted wheat offered. We charge 1% for selling their hogs and deduct anything he owes for feed so the side line helps our grain business. We also market the farmers' cream.

CHAIRMAN TRIGG: Having so many close contacts with your farmer patrons gives you a firm hold on the grain business and makes you very hard competition.

Adjourned for lunch.

## Friday Afternoon Session.

The fourth session was called to order by Chairman Trigg at 2:45 and as the committees were not ready to report he asked W. A. Ryer of Spokane to explain how smutty wheat is handled on the Pacific Coast. At the annual meeting of the Pacific Northwest Grain Dealers Ass'n each year we have a conference of the discount com'te which is made up of 30 millers, exporters, country shippers, warehouse managers and farmers. This com'te fixes the discounts for each crop. The discounts on bulk wheat are different from discounts on bagged grain. The discount can be accurately determined at the time the grain is graded.

J. F. LANSER, Seattle: We had smut discounts on the Coast before the Federal Rules were established and smut has always earned a discount and been our particular problem. Two smut balls to 50 grams is sufficient to get the smut notation on the certificate. We have wheat entirely free from smut put thru an elevator which had handled smutty wheat and it came out with black ends, so the inspector gave it a "smutty" notation and asked that it be scoured. When the per cent of smut is known we know what the discount will be. We have conceded the smut factor in prices. We have bot on the same discounts for 4 years. Those interested seem to be averse to change. When the Pacific Coast is on an export basis we will have a favorable market

for the lower grades of wheat, including smutty wheat. If we get three hundred million Orientals to eat our wheat Pacific Coast exporters will go to the Dakotas for wheat.

C. G. WILLIAMS, Minneapolis, in discussing Smut Discounts and Dockage, said that in the Minneapolis market the dockage was purely a market problem and depended upon the day's demand.

No central market has made a request for a change in the grading of smutty wheat. The growers of durum have made no request for a change. Kansas City and Omaha have a world of smut and lots of grief.

The Minneapolis market has raised a fund of \$25,000 for a five year campaign for the improvement of soil and seed and the eradication of smut.

A. H. BOWMAN, Helena, read a letter he had written regarding smut in the wheat shipped out of his old home county. It follows:

### Specializing in Shipments of Smutty Wheat.

Tribune-Herald, Hardin, Mont.  
In going over a report of U. S. grain inspection of wheat at Minneapolis for August, September and October of last year I found 91 cars of smutty wheat was shipped out of Big Horn County in 90 days that was inspected at Minneapolis, or more than one car each day.

Big Horn County will have shipped out more smutty wheat for the amount of wheat raised than any other county in the state this year, therefore they will have incurred the heaviest loss, or, in other words, wheat buyers will not bid as high for Big Horn County wheat as buyers will bid on the ordinary run of wheat from other counties. During this same period Carbon County shows only five cars of smutty wheat. Her wheat yield for 1927 was 1,411,000 bus. Dawson County shows 10 cars of smutty wheat during this time and a crop of 1,960,000 bus. Lake County shows 7 cars of smutty wheat during this time and a crop of 1,000,000 bus. Yellowstone County shows 14 cars of smutty wheat during this period and a crop of 2,652,000 bus., while Big Horn County shows 91 cars of smutty wheat out of a crop of 1,198,000 bus.

This is conclusive that the farmers of Big Horn County are not taking the interest in treating their seed wheat as they should, or that farmers of other counties are taking considerable interest. Some means should be taken to arouse the farmers to the need of seeing that treating the seed wheat pays. The cost of treatment is small. This work can be done before seeding time, then there will be no delay when the spring work begins. Neighborhood farmers could go together and buy a machine or make a home made machine, in this way, the expense would be light.

Farmers, treat your seed wheat! In a bulletin sent out by A. J. Ogaard of the Bozeman College he says: "Is smut serious in Montana?" Some areas show more smut in spring wheat than is necessary. Smut in winter wheat is causing serious losses. It is becoming worse. Why this difference? Smut infection on spring wheat is due to smut on the seed which is eliminated by proper treatment. Smut infection on winter wheat is due to smut on the seed and in the soil. Seed treatment reduces smut in winter wheat but cannot eliminate some of the soil infection. Nevertheless it pays well to treat winter wheat. What is the recommended treatment? The dust treatment (copper carbonate) is best for wheat.

It is more convenient, does not reduce germination and is better in control of soil infection. The 18-20% copper carbonate is cheap and is strong enough for spring wheat. The 50 to 55% copper carbonate is best for winter wheat. Average of 10 farm tests in Montana, 1927, showed 50% smut on winter wheat untreated; 16% where winter wheat was treated with 18% copper carbonate; 4½% where winter wheat was treated with 50% copper carbonate. 2-3 ounces of copper carbonate should be mixed with and be thoroughly coated on the wheat. Use a home-made diagonal axle steel barrel machine or a good manufactured machine. Do a good job. Advice for 1928. Treat all spring wheat with copper carbonate. It will pay in the long run in increased yields and improved quality. Treat winter wheat with 50% copper carbonate.

CHAIRMAN TRIGG: I think the country elevator operators owe it to themselves to install mixing equipment and high test copper carbonate and let farmer patrons use it to treat their seed wheat.

GEO. K. LABATT of the Resolutions Com'te presented the following resolutions which were adopted:

WE, THE RESOLUTIONS COMMITTEE, duly appointed, beg to submit the following report: That,

WHEREAS, The fourteenth annual convention of the Northwestern Grain Dealers Ass'n, held at Glacier Park Hotel, Glacier, Mont., June 21 and 22, is now about to adjourn. Be it RESOLVED:

### Appreciation and Thanks.

1. That we thank Mr. Paul Trigg for the very successful and able manner in which he has presided over this convention, and the resolutions committee recommends that the convention here assembled show its hearty appreciation of his wonderful ability as a presiding officer by a rising vote of thanks.

2. That we are indebted to the management of the Glacier Park Hotel for the very efficient service and hospitality extended to the Ass'n during its session.

3. That we appreciate the attendance of those who came from other states and believe that the benefits derived from this mutual meeting will be lasting.

4. That the Ass'n is grateful to all who were in charge of arrangements and the bringing together of the speakers for this very successful meeting.

5. That we very much appreciate the presence and honor of having had with us the Governor of the state of Montana, the Hon. John E. Erickson, whose address should be an inspiration to all who heard it.

6. That the attendance of Mr. A. H. Bowman, Commissioner of Agriculture, and Mr. W. T. Giese, chief of Grain Standards and Marketing, and Mr. J. G. Diamond, state agricultural statistician, has added greatly to the success of our convention and that the grain dealers recognize the splendid services which these men are rendering through their departments toward affecting an harmonious and fair supervision of the problems arising in connection with the grain trade.

That we acknowledge with great appreciation the presence of Mr. E. J. Bell, Jr., assistant of agricultural economics of the University of Montana, and we appreciate very greatly the very able address on the question of protein and we heartily recommend that every member of this Ass'n obtain the bulletin which is shortly to be issued by the Montana State College, presenting in full the findings of Mr. Bell in regard to protein as a market factor in wheat handling and that they give it the widest circulation possible among their farmer customers, because it is the sense of this Ass'n that great benefit will accrue from a thorough understanding by the farmers of this rather complicated subject and will serve to promote a more harmonious relationship between the wheat producer and the marketing agencies.

8. That we are appreciative again this year of the presence of Mr. Charles S. Clark of the Grain Dealers Journal and appreciate the splendid avenue of publicity which his journal affords the grain trade.

### Regrets.

9. That we greatly regret that due to ill health Mr. Frank E. Durant of the Grain Bulletin of Minneapolis was unable to be present and we extend to him our kindest regards and best wishes and hope that he may be with us next year.

### Ask Law to Compel Collection of Storage Charges.

10. That the charges of the storing and insurance of grain carried in country elevators for the account of the owner has been determined and fixed by the laws of the state of Montana as a legitimate and just charge for a service rendered and as such these storage charges should be collected as fixed by law in all cases without discrimination or exceptions, and it is the sense of this Ass'n that the state of Montana pass a law making the collection of such charges compulsory and that the members of this Ass'n work whole-heartedly through their various lawmakers to have such a law enacted at the next meeting of the legislature. Be it further

### Appreciate Work of County Agents.

RESOLVED, That the Northwestern Grain Dealers Ass'n is keenly appreciative of the very splendid work being done by the county agents of Montana and that it is the desire of the Ass'n to assist in this work at all times and in all ways to the greatest possible extent. Be it further

### Will Employ Aggressive Secretary.

RESOLVED, That trade associations have never filled a more important function in trade activities than they do at the present time and that it is of vital importance to the grain trade of the state of Montana that every possible effort be made to extend the activities of the Northwestern Grain Dealers Ass'n to the end that it may include in its active membership all forms of country grain marketing agencies comprising independent dealers, line companies, farmer elevator and co-operative elevator ass'ns and the milling trade, as well as the commission merchants with personal representation in the state. And we strongly recommend that immediate steps be taken to employ an aggressive, competent paid-secretary to bring about an increase in membership. Important legislation affecting the grain trade is



eminent in the no distant future and it is of vital importance that Montana grain dealers be in a position to protect their interest through a strong, comprehensive trade association.

The Nominating Com'te presented the following report which was adopted and the nominees declared elected:

The nomination committee after careful consideration and with the idea uppermost in their minds of instilling new life blood into our organization, with a well balanced group, so that the interests of all may best be served, hereby nominate the following members to serve as officers and directors: President, L. E. Green, Wilsall; vice-president, S. B. Fairbanks, Hobson; treasurer, A. J. Maly, Great Falls.

Director, for 1 year, E. T. Pettersen, Great Falls. For 3-year term: Geo. K. LaBatt, Minneapolis; A. J. Maly, W. T. Greely, W. G. Kirkpatrick and Dan J. Kerby, Great Falls.

The convention then adjourned *sine die*.

### Glacier Park Gleanings.

The improved wheat crop prospect stimulated the grain dealers' enthusiasm.

Many trips into the Park were abandoned because of the incessant downpour.

MIKE'S PLACE was the popular rendezvous after dark and many danced each evening.

Those who did manage to drive to the convention had a real struggle to drive home because of the frequent rains.

The dealers who let the rains keep them at home missed many interesting and helpful addresses and discussions, as well as the pleasure and profit of conferring with their brother dealers.

THE BANQUET the evening of the first day resulted in a flood of entertaining stories, interesting experiences and a free discussion of trade problems. Frank H. Higgins of Minneapolis acted as toastmaster.

### Among Those Present.

SPOKANE'S lone delegate was W. A. Ryer. DULUTH SENT Wm. Grettum and Samuel J. McCaull.

FROM KALISPELL were T. C. Hand and H. C. Keith.

FROM CHICAGO were Mrs. Charles S. Clark and Miss Laura A. Clark.

BOZEMAN was represented by Edward J. Bell, Jr., of the State College.

SEATTLE was represented by Mr. and Mrs. M. Harshman and J. F. Lanser.

HELENA'S TRIO were J. G. Diamond and wife, W. T. Giese and A. H. Bowman.

HAVRE'S crowd included E. B. Duncan, Otto Paulson and C. A. Slynstad and wife.

MINNEAPOLIS REPRESENTATIVES included: L. E. Brown, Frank H. Higgins and wife, G. K. Labatt, G. P. Meyer, H. Meyer and C. G. Williams.

GREAT FALLS had the largest turnout with the following: W. S. Cameron, D. J. Kerby, W. G. Kirkpatrick, J. E. Patton, E. T. Petersen and wife, Albert F. Strobehn, Miss Sue Swearingen and Paul R. Trigg.

OTHER MONTANA DEALERS present included G. E. Paulson, Cascade; G. F. Mundy and wife, Gildford; S. B. Fairbanks, Hobson; John P. Mavis and W. H. McAuley, Valier, and L. E. Green and wife, Wilsall.

Pres. Chubar of the Soviet peoples' commissars of the Ukraine, addressing a congress of workers at Karlov, revealed that most of the Ukrainian grain districts report the winter crop ruined and that the government has given 133,000 tons of grain to villages to use as seed. He said the present harvest outlook is poor and that the government is preparing to give additional grain for seed and food to peasants this fall. Officials of the Riga soviet trade delegation are doubtful if the soviet government will be able to export grain abroad, and because of reports of poor crops from all sections there is a possibility that it will buy grain from America.

### Ohioans Brave Storms.

[Continued from page 753.]

greatly tend to stabilize the business necessarily conducted through the national banks of the country; therefore, be it

RESOLVED, That we urgently request the senators and representatives in congress from the state of Ohio to support said bill and insist upon its passage at the earliest possible moment.

#### For Relief of Famine in China.

WHEREAS, A famine in parts of Northern China has given rise to appalling conditions of suffering and death, which China in its present disorganized condition is not able to wholly alleviate.

RESOLVED, That the Ohio Grain Dealers Ass'n hereby expresses its satisfaction that a national campaign com'te has been formed and earnestly hopes that the people of the United States will respond promptly and generously to the Chinese pitiful appeal for food.

WM. COOK read the report of the auditing com'te which was adopted.

JOHN MOTZ of the Nominating Com'te proposed the unanimous election of the following: Edgar Thierwechter, Oak Harbor, pres.; Perry Hall, Greenville, vice-pres.; W. W. Cummings, Toledo, sec'y-treasurer. For directors: Philip Sayles, chairman, Toledo; F. R. Watkins, Cleveland; E. O. Tegardin, Duval; L. R. Watts, London; R. H. Brown, Cincinnati.

EDGAR THIERWECHTER, president-elect, took the chair and pledged his untiring efforts to the further advancement of the ass'n during his term of office.

Adjourned *sine die*.

### Convention Notes.

Market quotations were furnished thru the Lima branch of Thomson & McKinnon.

The Cincinnati Board of Trade distributed copies of its rules governing the weighing department.

Pencils were distributed by The Sidney Grain Machinery Co., Henry W. Brown & Co. and the Seneca Grain Co.

Playing cards were passed around by Joe M. Bell. The linen money losers bore the monogram of Bauer Bros., and the joker carried a view of one of their attrition mills.

A bronze letter opener was the unique gift of C. A. King & Co. to their friends. George Beeley and Louie Schuster kept busy passing these souvenirs around.

The hosts and hostesses of Lima were most cordial in every respect, The Ackerman Co. and its staff entertaining lavishly. Eli Dickey held open house on a scale comparable only to the marathon dance contest recently concluded. Many convention goers took advantage of this opportunity to visit the Ackerman Co.'s plant out in the south part of town. Lima has always welcomed conventions. (The Hotel-manager, "Smith," not to be out-done by Eli Dickey, held a little program all his own, a police-summoning contest.)

### Among Those Present.

H. H. SAVAGE came from St. Louis.

R. K. PARENT came from Union City, Ind.

J. W. DUVEL, Washington, D. C., was on hand.

CLEVELAND: J. A. Johnstone; N. J. Leake.

FROM MILWAUKEE came A. D. Ackerman.

MICHIGAN was represented by C. C. Fruit from Lake Odessa.

CHICAGO sent E. K. Griffiths, E. M. Johnson and E. D. Koehler.

JOE ABEL, Abel-Whitman Co., Inc., represented New York City.

FROM FORT WAYNE came E. P. Short, Louis Wolf, A. D. Philips.

COLUMBUS: W. S. Cook; M. R. Maney, Leroy Neal; R. F. Knight.

W. L. ADAMS, Harper Grain Co. and J. A. A. Geidel represented Pittsburgh.

CARL F. BERGER and C. Schlagetter represented the Sidney Grain Machinery Co.

CINCINNATI: W. H. Jackson; Ralph H. Brown; Wm. Snyder and D. J. Schuh, sec'y.

BALTIMORE: E. H. Beer, E. H. Beer & Co., Inc., and D. H. Larkin, Chief Grain Inspector; H. E. Elgert; O. M. Gibson.

BAUER BROS. representatives included J. M. Bell and C. Buzick, Sidney; F. G. Lewis and H. C. Madole, Fort Dodge, Iowa.

LIMA HOSTS included A. Ringlein; E. D. Hurley; Geo. F. Boeke; Harry A. Klingman; E. T. Dickey; and Ben and Joe Ackerman.

SIDNEY: E. T., J. C. and H. O. Custenborder; Henry Miller; E. Wilkinson; W. S. Neiswanger; C. H. Ginn and J. W. Simmons.

SUPPLY TRADE was represented by W. B. Sutton, Huntley Mfg. Co.; C. A. Bowers, Orville; W. G. Kiefaber and A. R. Wilson, Akron; G. A. Sutton, Dayton, and Geo. F. Haas.

INSURANCE COMPANIES were represented by V. E. Butler, H. F. De Land, H. C. Pyle and W. R. Rice, Grain Dealers National Mutual Fire Insurance Co., C. O. Garver, A. F. Anderson and L. Neal.

BUFFALO: Geo. B. Wood, Seymour-Wood Grain Co.; E. E. McConnell, McConnell Grain Corp.; Fred E. Pond, sec'y, Corn Exchange; J. J. Rammacher; Dan A. Southwell; Mark Steele, F. G. Pierce and Frank J. Maurer.

TOLEDO: J. A. Streicher and W. W. Cummings, Zahm & Co.; L. A. Schuster and wife and Geo. Beeley, King & Co.; Ben Hoffer, Lamson Bros. & Co.; Joe Doering and Chas. R. Keilholtz, Southworth & Co.; Phil C. Sayles; W. A. Boardman; F. A. Bowes; C. W. Molett; C. L. Cannon; P. M. Barnes; M. F. Neiswander; Herb J. Hoening; M. P. Head.

Other Ohioans included R. O. McMillen, N. B. Beibell, G. C. Heist and M. Elkenbary, Van Wert; L. A. Grieshop, Chickasaw; C. L. Bowman, Mt. Blanchard; Wm. H. Herrstein and P. M. Gale, Chillicothe; W. A. Noah, Berea; W. C. Guscoett, Olmsted Falls; A. L. Garman and A. J. Luersman, Delphos; J. H. Motz, Brice; G. C. Cline and W. E. Hall, Ashville; A. M. Daugherty, Derby; L. W. and John Dewey, Blanchester; E. C. Marshall, Convoys; G. C. McDonald, Jewel; Chas. McFetters, C. S. Latchaw, W. L. Talbot and Glenn L. Miller, Defiance; H. H. Detrick, Hamilton; W. F. Ritz, Okolona; A. J. Horning and A. J. Swary, New Bavaria; Pearl Burket, Rawson; Calvin Amstutz, Pandora; F. A. Hesselkus, Elmore; J. W. Dunlap, Alger; Chas. B. Krohn, Deshler; J. A. Vare, Cairo; H. W. Updike, Fredericktown; Chas. M. Fritz, Wooster; E. M. Stultz, Massillon; Jul. H. Woehringer, and Urban Wetzel, Minster; John D. Kremer, Mariastein; Glem Walmer, Fort Laramie; C. C. Schlentz, New Madison; O. H. Pool, Waynesfield; B. A. Wallace, Cole; E. C. and W. L. Eikenberry, Camden; Alfred P. Eiler, Nevada; Fred Kalmbach, North Baltimore; J. W. Harsha, Seaman; Everett Early and I. E. Harrod, Waynesville; E. W. Lay and Robert P. O'Brien, Greenville; A. C. Aungst, Archbold; R. C. Cavelage and J. F. Plasic, Fort Jennings; John Becker, Sugar Creek; E. L. Alton, St. Paris; R. C. Kephart, Middlepoint; D. A. Bricker and Paul Dudgeon, Rockford; W. M. Young, Anna; N. G. Bennett, McComb; Clark Hill, John G. Boggs, W. F. Heffner and C. E. Groce, Circleville; W. F. Steck, Valley City; D. C. Shepard, Medina; C. B. George, Jenera; H. Grover, Hicksville; R. F. Stephenson, Mt. Victory; Roy Darling and W. S. Bricker, Payne; C. W. Andrews, Maplewood; Paul Hance, Troy; P. E. Schmunk, Antwerp; James H. Barnett, Columbus Grove; J. H. Burnett, Latty; O. E. Richardson, Celina; Geo. L. Kraft and A. T. Ward, Fostoria; J. E. Kaffenbyer, Bucyrus; W. M. Myers, Lochbourne; Jos. W. Tulloss, Howard; Chas. C. Shwontz, Gambier; L. R. Watts, London; F. L. Alexander, Marion; E. L. Miller and F. A. Abbott, Bluffton; O. E. Tegardin, Duval; Leo J. Cook, Monroeville; S. D. Jeffery, Shirock; O. E. Barringer, Pemberton; J. E. Hill, Orient; Earl Futh and J. M. Adlard, Piqua; C. A. Faulder and J. B. Wise, Kirkwood; B. H. White, Harrod; Edgar Thierwechter and G. B. Forrester, Oak Harbor; D. E. Horn and O. P. Hall, Greenville; G. S. Tauney, Hamler; Mark Smith and C. A. Hiegel, Leipsic; S. B. Swope, Canal Winchester; S. L. Rice, Metamora; G. N. North, Groveport; D. W. Mahaffey, Morral; J. A. Resler, Caledonia; W. H. Pickard, Bowling Green; C. H. Bitner, Paulding; J. R. Johnson, Baltimore; W. H. Kemmer, Hamler; C. S. Bethards and Harry Heath, Seadalia; V. E. Springer, Buckland; O. M. Meyer, Napoleon; Burton R. Hoaglin, Scott; A. Fetterman, Delta; G. O. Weimer, Rosewood, and H. G. Follock, Middlepoint.



# Kansas Local Meetings Discuss Inspection, Claims, Protein

During the course of the past three weeks Sec'y Smiley of the Kansas Grain Dealers Ass'n has been conducting local meetings at various points in his state, calling attention to such important matters as inspection, freight claims, the protein problem, and the costs of operating country elevators.

In the list of points at which meetings have been held between publishing dates of GRAIN DEALERS JOURNAL are Anthony, Liberal, Goodland, Norton, Phillipsburg, Downs, Superior (Neb.), Hebron (Neb.) and Marysville.

Dinner preceded the meeting in each case, this being considered one of the most effective methods of getting dealers together and developing the spirit of good fellowship between them which is necessary to peaceful and profitable operation of elevators.

## Grain Standards.

Grain standards discussions followed the outline laid down in Sec'y Smiley's annual report, published in full in the report of the annual meeting held in Dodge City, beginning on page 531 of the May 25 number of GRAIN DEALERS JOURNAL. Sec'y Smiley denounced state inspection as being under the control of the U. S. Department of Agriculture and entirely subservient thereto to the detriment of Kansas grain dealers and producers.

Federal supervisors are said to stand at the head of the inspection table in state departments and make suggestions regarding the proper grading, which federal licensed inspectors and all inspectors obtain their license from the federal government, are afraid to disregard. It is an acknowledged fact that the Sec'y of Agriculture has the right to cancel the license of any deputy inspector without so much as consulting a chief grain inspector or warehouse commissioner. Consequently the inspectors feel they are working for the federal government, even though they receive their pay from the state or grain exchanges, and in cases of doubt will not assume responsibility for giving the grain the benefit of such doubt. They adhere closely to the technical rules laid down by the Board of Review, preferring to have the grain graded upward on an appeal than down.

Discussion by the dealers showed varied opinion in every case. Many begged off for lack of discussing knowledge, others admitted a cussing knowledge, and some felt that, while by no means perfect, the Grain Standards Act provided a uniform yardstick by which grain values might be determined.

Reference was made to two bills now before Congress, one proposing to repeal the Grain Standards Act, the other proposing that state inspection departments be eliminated and all inspection be placed in the hands of the U. S. Department of Agriculture. Sec'y Smiley urged all dealers to get in touch with their Congressmen and encourage them to vote for the repeal of the Grain Standards Act. This would revive independent state inspection, eliminate the red tape connected with handling thru the federal government and enable shippers to obtain correction of just complaints quickly and efficiently.

**INSPECTION ABUSE:** Attention was called to abuse of the Kansas City Board of Trade rule permitting re-inspection to be called within 24 hours by either the buyer or the seller. When the matter was taken up with the chief inspectors by Sec'y Smiley it was learned that buyers could and did buy grain on the floor, order the car the industry and call re-inspection after it had been moved from the inspection yards. Consequently it was impossible for the grain to be re-inspected until it arrived at the industry, sometimes several days

later. This works to the detriment of the country dealer.

Taking the matter up with the Federal Supervisor at Kansas City, Sec'y Smiley learned that he was willing to supply a sufficient force to handle all appeals and that such appeals were final, subject to correction only by the Board of Review at Chicago. In the light of the evidence Sec'y Smiley recommended that every dealer call federal appeal on his grain day of arrival in the Kansas City market. The \$1.50 fee was considered cheap insurance against later grading downward.

## Freight Claims.

Freight claims were discussed by Jack Baker, official claim buro for the Ass'n. Briefly he said:

The cause and prevention movement on freight claims was placed under way by the railroads in 1912. At first everyone laughed in the belief that it could accomplish nothing. But it worked to a large extent. Claims on which payment must be made have been decreased to a minimum. Grain and livestock claims are now the greatest, but even these have been reduced to an unbelievably low level. At one time the Wabash Railroad paid 6¼% of its entire earnings in claims. Last year it paid only ½%. Other roads are comparable.

Railroads now keep careful records of every shipper and check weigh his cars whenever they become suspicious. It is necessary for dealers to protect themselves by keeping their scales in first-class condition and keeping accurate and dependable records. If a dealer is careless about his weights the railroad will soon discover it and his claims will be treated accordingly.

A case in point is that of one dealer who put in claims on a large majority of the cars he shipped. Losses, according to his records, averaged about 790 lbs. per car. The railroad checked his cars, making proper deduction of 60 lbs. for each grain door used and found an actual loss averaging between 90 and 100 lbs., which is tolerable.

Claims are composed of wheat, straw and chaff. They must be put thru the mill of the railroad claim departments before they can be separated. The wheat is collectible, straw is compromiseable and the chaff is blown away. But before the mill it is impossible which are good and which are not.

Railroads are changing their policy on weights. The Santa Fe now refuses to accept anyone's weights other than W. W. I. B. supervised weights, official Board of Trade weights, or their own. Even the weights of other railroads must bow to their scales. Consequently it behooves the shipper to keep careful records.

The day of lumping of claims is over. Railroads have various methods of handling them, but there is a distinct tendency all around to settle each individual claim according to its own merits.

Some dealers have formed the habit of taking the B/L to the railroad agent before the car is loaded, informing him the car would be ready by the time the local arrived. On the B/L they write the starting number of the automatic scale, added the required number of dumps and mark down the stop number before the actual grain is loaded. Maybe the local comes in before the grain is fully loaded and 10 or 15 dumps is missed. No correction is made on the B/L. The railroad notices this. The dealer falls under suspicion, and thereafter has trouble collecting his claims. Correcting the error on the next shipment doesn't help matters. Keep your start and stop numbers on each shipment correct and keep them continuous.

May 15 was the effective date of changes in load limit on many cars. Minimums have remained the same, but the railroads have learned it costs no more to haul a 100 cap. car than it does to move an 80 once the car is in motion. So they have placed heavier trucks under a great many of the low capacity cars without increasing the cubic content. You will find that you cannot put capacity loads in many of these without exceeding the allowance of 24 inches from the roof, which inspection departments demand for inspection. Help the railroads all you can but do not load your cars beyond this inspection limit and jeopardize your inspections. If the car is not big enough to mark on the B/L "loaded to within 24 inches of the roof," and thus protect yourself. The tariff allows this tolerance. If you have any trouble because of it get in touch with either Mr. Smiley or me and we will see that you are properly protected.

You cannot afford to accept door inspections when proper loading will avoid them.

## Using Grain Doors to the Roof.

Sec'y Smiley called attention to the habit of some dealers to board up the entire door on one side with grain doors so the grain sampler could not enter the car. This habit causes loss to the shipper as he has no means of knowing from which side the grain sampler will inspect his car. If the side he opens is boarded to the roof, he cannot enter and he will not take the trouble to go on the other side to obtain the sample.

## Margin Necessary for Handling Grain.

Sec'y Smiley called attention to the statistics gathered by the Agricultural College at Manhattan, Kan., in conjunction with the U. S. Dept. of Agri.; from 150 independent and co-operative grain elevators in the state of Kansas, using 100,000 bus. as the basis for finding the per bu. cost. These figures were given in detail in a paper prepared by Mr. Smiley and published on page 691 of the June 10 number of GRAIN DEALERS JOURNAL. They found a margin of 4.37 cents per bu. necessary to cover expenses alone. Few of the dealers are getting it. Too many depend upon upturns of the market to make their profit. This is suicide. Mr. Smiley urged all dealers to have these figures published in their local papers so that the farmers of their communities might learn what it costs to run a country elevator and be more tolerant of margins taken.

## Protein.

Attention was called to the lack of uniformity in determining protein content. Information was given about one shipper who had taken 11 samples from one gallon of wheat, and sent them to 11 different laboratories for protein determinations. When the replies came back it was found they varied nearly 1%, between the high and the low.

At the last annual meeting of the Kansas Grain Dealers Ass'n delegates voted to appoint a com'te of grain dealers to meet with a com'te of millers and members of Boards of Trade to set if possible a reasonable tolerance on protein variations. Mr. Smiley wrote to the Inspection Department in Minneapolis and learned they now tolerate a variation of .25%, thereby eliminating a large proportion of the re-checks. It is hoped something similar may be done for the benefit of Kansas and other Southwestern grain shippers.

Mr. Smiley referred to a miller from El Paso, Texas, who had interviewed the general manager of the Continental Baking Co. in New York. He mentioned experiments with a high-speed mixing machine turning at 1500 revolutions per minute. This creates a vacuum or bubble which will make the bread stand up after it leaves the baking ovens, and eliminates the necessity of high protein flour, formerly necessary to accomplish the same thing. Experiments are still being conducted. If they prove successful, and every indication up to the present is that they will, the bakers will no longer be in the market and willing to pay high premiums for high protein flour.

It was felt that the continued rainy season this year will preclude the possibility of any Kansas sections having high protein wheat. Therefore it is unlikely that protein will be a problem.

## Ass'n Accomplishments.

Mr. Smiley called attention to the accomplishments of the Kansas Grain Dealers Ass'n during the past years. Briefly these were: Amending the public warehouse law. Eliminating reconsignment and demurrage charge day of inspection, thus saving the shipper \$4.25 per car. Helping to defeat the attempt of the Grain Marketing Co. to unload old elevators in Chicago by selling stock in said company. Divorcing the Kansas Inspection Department from politics. Securing enactment of law giving the Public Utilities Commission authority to determine value of railroad right-of-way,



reducing cost of rentals. Defeating attempt of promoters to force compulsory scale inspection of all weighing devices by the State Board of Agriculture. Delayed reinspection on grain at Kansas City. These are a few of the accomplishments. Every shipper has benefited and every shipper should be anxious to support his state organization.

### Group Meetings.

Discussions of the value of holding group meetings found every dealer favorable. It was felt these meetings bring the dealers together in a way otherwise impossible and thus work to the benefit of the local trade. Dealers expressed their desire that they be continued.

Adjournment, *sine die*.

### Notes.

Poor weather conditions interfered with dealers reaching the meetings in many instances, Kansas and Southern Nebraska seemingly having encountered a rainy season. Dirt roads were intolerable most of the time. A few good days during the second week helped but they were so hot that they brought on more rain after the meetings were over.

Among the terminal market representatives attending part or all of the meetings were Bill Kopp, H. E. Merrell, S. H. Stahoski and H. L. Ward of B. C. Christopher & Co.; C. G. Hopkins and F. H. Callen of Shannon Grain Co.; R. E. Chears of Ernst-Davis Commission Co.; John N. Urling, Ed Wood, Dick Wood, Bud Owens, A. T. Ingram, P. E. Whitworth, C. T. Irons, Jack Liggett, C. F. Park, Horace Miller, H. D. Harding, C. S. Conover, S. L. Hassell, and A. G. Gerd, Kansas City. Wichita representatives were Jas. E. Dixon, E. H. Batt, W. E. Root, H. L. Chowning and Fred Casterline. Salina sent Fred W. Smith and H. W. Poort. Floyd J. Hipple was the Hutchinson representative; T. E. Fennell came from St. Joseph.

Everyone became well filled with fried chicken and roast pork. They are beginning to think a dinner is not a dinner unless one or the other is served.

J. L. Eskildsen of the Grain Dealers National Fire Insurance Co. was on hand at the meetings in Northwestern Kansas. His presence reminded many that they had better go over their elevators and make sure they were in ship-shape for inspection.

Sunday in Phillipsburg proved a source of profit to some and a source of loss to others. Some of the boys found themselves sadly deficient on "poker knowledge." But the winners were good sports. They paid for the losers' breakfasts. That wasn't so hard since they still had a good profit left.

Among the discoveries on the tour was that F. H. Callen likes jelly, home-made and in quantity. Also that H. D. Harding has a choice lot of the latest unsanitary stories always on tap. Similarly that Jack Baker is able to drive an Essex into a ditch whenever and wherever a ditch is available if he so chooses, whether or not the hind wheels are fitted with chains.

A great many improvements are being made by dealers along the line of the tour, particularly in the northwest section of Kansas, which has fine prospects for a crop for the first time in several years.

Brief paragraphs regarding the attendance and proceedings at the various points visited follow.

### Anthony.

The district meeting at Anthony on June 11 brought good attendance from surrounding towns. Dinner was supplied at the Morrison hotel by local grain dealers and was thoroughly enjoyed. After coffee and cigars, Mayor Moore of Anthony made a pleasing address of welcome, making all feel thoroughly at home.

Among those present were F. P. Biberstein of Attica; E. C. Johnson of Shook; F. E. Nowak, of Sharon; M. C. Earnest and F. E. Balkin of Danville; R. E. Wedell of Bluff City; Paul Barker of Harper and Blair Barker of Crystal Springs.

### Liberal.

A splendid turn-out of grain dealers appeared for the meeting at the Interstate hotel in Liberal on June 12. Over 80 sat down to a dinner of fried chicken with all necessary and unnecessary side and main dishes, provided thru the courtesy of the Benton Grain Co., B. C. Christopher & Co., J. H. Salley Co., Security Elevator Co., Light Grain & Milling Co., and Liberal Elevator Co.

J. H. Salley was the official toastmaster. He called upon Mr. Kennedy of the local Chamber of Commerce, who pronounced a humorous but none the less sincere welcome, informing the dealers they could have the town for the evening.

Howard Wheaton of Hugoton, pres. of the state ass'n, expressed his joy at so many being present, which he said indicated an increasing interest on the part of the dealers, in the progress of their trade.

Among the delegates present from country points were L. R. McDonald, Chas. A. Grant, E. N. McDonald, C. F. McDonald, Harold Palmer, from Satanta; J. W. Elmore, S. V. Moore, W. W. Nelson, J. S. Golden, Edwin Dobson, A. M. Roach, J. H. Moson of Hooker (Okla.); D. T. Wodley, C. H. Curtiss, of Texhoma (Okla.); E. L. Gaskill, Moscow; T. C. Lucas, W. J. Warren, A. J. Hughes, R. G. Hughes, P. Summer, H. G. Riffe, H. Gilmore, of Tyrone (Okla.);

L. O. Webb, H. B. Wheaton, Hugoton; W. J. Blanchum, O. W. Willett, R. A. Elley, Elkhart; G. E. Webb, Pleasant Valley; Jim Hershey, J. A. Ellison, J. D. Stephens, H. L. Vance, Turpin (Okla.); C. F. Gunn, B. H. Dinkins, of Meade; R. B. and Floyd Harrington of Forgan (Okla.); Geo. Gould of Bucklin; Gene Stevens, O. C. Kaufman, Geo. A. Smith, of Plains; Ben Calvert and Paul Wright of Optimus; Walter January of Rolla; J. B. Couch, Beaver, and J. E. Rixon and J. P. Sullivan of Ulysses.

Some of the men brought their wives along and the ladies were all pleasantly entertained thru courtesy of B. C. Christopher & Co. and Benton Grain Co. Mrs. W. M. Patterson and Mrs. J. H. Salley were the hostesses at a "lion" party in one of the local theaters. About 20 were present.

Bill Koop of Wichita, H. L. Ward of Dodge City and H. E. Merrell of Kansas City were B. C. Christopher & Co. representatives present, racing about among the tables to say "hello" to all their friends.

W. M. Patterson, the local representative of Benton Grain Co., was kept busy trying to find rooms for late and unexpected comers who had failed to make reservations.

### Goodland.

The Goodland, Kan., meeting was conducted in the dining room of the Hotel Neu on June 14. Among the dealers present were P. S. and J. R. Houston, Gem; Fred and E. F. Mosher, Rexford; O. W. Hall, Kanorado; H. E. Combs, LeVant; James Finigan, Edsor; S. P. Harrison, Halford; G. Hexidar, Colby; R. H. Ziegler, Ruleton, and C. L. Hardman, Wakenney. Colorado representatives were Jay Roberts, Flagler; F. J. O'Donnell, Burlington; W. T. Thyme, Stratton, and J. E. Robbins, Shelton.

### Norton.

The Norton, Kan., meeting was held in the dining room of the Wayside Inn on June 15. Among the dealers present were Ziby Newton and Chas. M. Brown of Hollinger, Neb.; R. W. Nelson, Edmond; L. J. Krans, Norcatur; J. E. Rule, Clayton; G. J. Archer, Densmore, and J. J. Metts and O. F. Lahoefer of Oberlin.

### Phillipsburg.

Dinner was served the dealers attending the Phillipsburg, Kan., meeting conducted in the dining room of the New Bissell hotel on June 16, thru courtesy of Goffe & Carkener, Shannon Grain Co., B. C. Christopher & Co., Watkins Grain Co., Davis-Hunt Grain Co., Fuller Grain Co., and the Grain Dealers National Mutual Fire Insurance Co. After the satisfying repast the scheduled program was carried out.

Among the dealers from surrounding towns were Oscar Wasterburg, of Stamford (Neb.); J. T. Hill and G. I. King of Logan; Will

Nichols, Glade; Harry M. Clark, Gretna; D. Capstick, S. G. Roberts, Bert Finch and G. Brova of Prairie View; C. M. Alepach and H. A. Smith, Kirwin, and O. E. Rice, Athol.

### Downs.

Over 30 gathered at the Lipton hotel in Downs for the local meeting on June 18. After a sumptuous dinner spread family style, or perhaps it should be called "boarding house style," on a long table in the dining room, the scheduled program was commenced.

A vote taken on the subject of one inspection and elimination of either the state or federal departments showed all dealers in favor of state inspection and the abolishment of the federal supervisors and the Board of Review, in the belief that the state department is close to home, more easily kept from becoming bureaucratic. It is easier to obtain adjustment of complaints from a state department.

Among the dealers present were C. A. Kalbfleisch, Harlan; Scott Dillon, Portis; Geo. W. Christolene, Gaylord; C. L. Travelute, Lebanon; C. W. Thieroff, Beloit; N. R. Dockstadter, Glen Elder; H. Robinson, Salina; R. S. McFillen, Cedar; D. E. Nelson, Bloomington; Ed. Johnson, Chas. L. Lochard, M. O. Koesling; A. E. Sharpe and J. C. Gregory, Osborne; J. O. Newbry, Alton.

### Superior.

Almost 50 gathered in the basement of the American Legion Club House on June 19 for a sumptuous spread prepared by the ladies of the American Legion in the manner they use in preparing dinners for their husbands and sweethearts in their own homes. It was thoroughly enjoyed. Many plates were heaped a second time.

O. Marshall of Superior acted as toastmaster, introducing Sec'y Smiley and turning the program over to him. Some discussion was brought out on the subject of inspection and particular objection was placed to federal inspectors passing opinion on samples before federal appeal was called or standing at the end of the sample table and supervising the work of the state inspectors. On motion made by E. Bossemeyer those present voted to appoint a com'te to draw up a resolution expressing their wish that—

Federal inspectors to whom appeals are made shall be prohibited from passing an opinion on samples of grain until such time as the appeal for federal inspection is made.

E. Bossemeyer, L. W. Ely and Fulton Chestnut were appointed as a com'te to draft this resolution.

Following Mr. Baker's scheduled address L. H. Shrimpton, Nebraska State Scale Inspector, with headquarters at Lincoln, was called upon and told about his work as a scale inspector. He stressed the importance of cooperation on the part of the dealers in effecting the state law.

Among those present were E. L. Brown and N. B. Cramer, Chester; Fred Yercan, Courtland; T. W. Campbell, Webber; A. A. Pigeon, T. Pigeon and Wm. J. Lemhre, Mount Claire; G. A. Kailey, Red Cloud; Grover Sorogins, Oak; F. J. Stanley, Jesse Hammel, from Nora; Ernest Meyer and H. P. Harding, Hebron; J. D. Sheddies, E. Warton, E. R. Owens, R. R. Higbie, from Formoso (Kan.); Chris Nelson and Gus Schlieff, from Abdal; Henry W. Nuggck and J. E. Camel, Deweese; H. J. Pahlmer, Lawrence; M. L. Robb, Fairfield; L. W. Ely, Guide Rock and Ernest L. Hoffman, Bostwick.

### Hebron.

An excellent and well attended meeting was held in the dining room of the Central Hotel, in Hebron, Neb., on June 20. Following dinner Sec'y Smiley put thru the scheduled program. High-lights were principally composed of an extended debate regarding the justification of the Nebraska State Scale Inspection Department. On the affirmative side was L. H. Shrimpton of Lincoln, Chief Scale Inspector for the state; on the negative was W. A. Fellers of Chester. The debate ended with neither side winning and opinion among the dealers divided.



Among the dealers present were D. L. Davis, Reynolds; F. W. Lowe and Ralph Lowe, of Narka (Kan.); E. E. Wit, Hubbell; F. H. Hackbarth, Ruskin; W. A. Fellers, R. H. Atwood, E. L. Brown and C. R. Eickman, Chester; Fred H. Vernes, L. G. Hayes, J. R. Jacob and F. J. Bentemeyer, Deshler; C. E. Jensen and C. J. Casper, Bruning; C. F. Ernest, Gilead; W. A. Spicer, Stoddard. From Superior came H. L. Dotson and D. L. Willhoite.

## Marysville.

The Marysville, Kan., meeting held in the Hotel Pacific on June 22 was attended by nearly 30 dealers. Most of them came in time to enjoy a plentiful dinner of fried chicken and soul-satisfying embellishments. Following the dinner and proper praise in its behalf came the scheduled program in charge of Sec'y Smiley.

Among the dealers from Nebraska present were Channing J. Lewis, Kinney, and C. W. Hageman of Liberty.

Kansas dealers from points about Marysville were Paul Ludeike, Home; J. A. and H. R. Howell, Marietta; Glen Terp and H. H. Gausman, Hanover; D. O. Wanamaker and A. R. Dean, Blue Rapids; E. E. Affholder and Clarence Saathoff, Oketo; J. E. and Carl Andrews, Carden; G. J. Ingman and W. H. Watson, Vermillion; W. C. Watkins, Beattie. F. G. Endelman of Fairbury was the only broker present.

## Pacific Northwest Grain Dealers Meet at Walla Walla.

The Pacific Northwest Grain Dealers Ass'n held a very successful annual convention at Walla Walla, Wash., on June 15 and 16. Nearly 300 were present, some coming from as far as the British Isles.

MAYOR McCROSKEY welcomed the convention. Rev. Munley delivered the invocation. J. W. BALFOUR, vice-president of the Spokane Grain Dealers Ass'n, responded to the welcome for the convention.

FRIDAY was given over to addresses and speeches on different subjects of interest to the trade.

## Farm Relief Flailed.

L. P. BAUMANN, vice-president of the Seattle Grain Co., and also an officer of the Centennial Mill Co., attacked the political agitators hypocritically making a big noise over the exaggerated plight of the farmers, citing that all other business was subject to the same economic conditions as the agricultural industry.

If the various agricultural sections of the country were in the deplorable plight painted by the loud-mouthed agitator, then where do they derive all their income to buy automobiles, tractors, radios and other non-essentials? The Pacific Northwest is not in the condition agitators would lead one to believe. True, farmers go broke; but so do merchants, manufacturers, mechanics and laborers. The millennium has not arrived and the bankruptcy court must take its toll.

As to the grain dealer, Mr. Baumann scored their practice of too small margins, which is responsible for the high mortality rate, and cited lack of business ethics as the greatest toll taker.

As you undoubtedly know, the mortality of Pacific Northwest and coast millers since the war has been very material. The Pacific Northwest always enjoyed a large export flour business, particularly in the Orient, at a fair profit. What is the condition since the war? Japan has built up its flour capacity to 46,000 barrels daily, while in 1914 it was 9,060 barrels. China has 85,000 barrels capacity, while in 1914 it was less than half.

The result in Japan is that our wheat, together with Canadians and Australians, is imported and blended with their own wheat, and the Japanese duty on wheat is less than one-half that of foreign flour. Therefore, they manufacture flour in Japan, having found requirements for their products, and the United States mills are shut out most of the time. Not only that, but Japan ships large quantities of flour to North China.

Let's all get together and work out our problems, which to the writer seem to be blended together, viz., farmer—grain dealer—and miller.

## The Option Market as it Applies to the Pacific Northwest.

PHIL BENEDICT, Seattle, Wash., spoke on the application of future trading by marketing of wheat by farmers of the Pacific Northwest and the possibility of using the Seattle Grain Ex-

change as a legitimate hedge for the farmers, grain dealers and millers of this section.

Owing to our particular location far from the other markets, we being in a different world as it were, we could not with safety and satisfaction, hedge our purchases and sales in any of the outside markets. There are numerous reasons for this condition, but I will not take up your time now to cite more than a few; for instance, Chicago, Minneapolis, Kansas City and St. Louis are in the centers of population—the consuming centers—and are close to the eastern and gulf export ports, while we, away up here in this part of the United States are raising a surplus over consumptive requirements and are dependent on the Oriental and European markets as well as ocean freights and other elements, which makes our market almost entirely independent of the East. There is the exception, of course, when conditions are such as they have been in the past season, and perhaps might be in future, where there is a shortage of a particular kind of wheat in the Central West and we can then ship part of our grain that way.

"Stabilization of Farm Prices" was the subject undertaken by Miles Poindexter, ex-United States Senator from Washington and formerly ambassador to Peru.

DR. S. B. L. PENROSE spoke on "The New Social Consciousness."

A. EUGENE KELLEY, Pullman, Wash., addressed the convention on "Why Uniform Trade Rules Should Be Adopted by the Grain Dealers of the Pacific Northwest," pointing out the position the country shipper is thrown in who does business first with a Portland house, then with someone in Seattle, then Tacoma, etc. Trades between interior dealers are done still more blindly, for the interior has no organization rules and regulations. Mr. Kelley heads a com'te to work out rules and regulations along the lines of those of the Grain Dealers National Ass'n, applying as near as possible to conditions on the Pacific Coast.

"Glimpses of Grain Marketing in Europe" was ably treated by Wm. A. Shoenfeld, Pacific Northwest representative of the U. S. Department of Agriculture at Portland.

THE BANQUET Friday night was given in the Grand Hotel. W. H. Foster of Seattle was the able toastmaster. Ex-Senator Poindexter interestingly reviewed some of his experiences while in Peru as ambassador.

## Nebraska Managers' Mid-Summer Convention Held at Omaha.

Close to seventy-five managers of Nebraska elevators gathered at the Hotel Rome for the first mid-summer meeting of the organization June 19 and 20. The idea of a summer meeting was enthusiastically approved, and the sessions well attended.

M. L. CRANDELL, Nebraska City, president of the Manager's organization since its inception, called the first session to order in the early afternoon of the 19th.

SEC'Y SHORTHILL, Omaha, read his report on the activities of the organization, as well as outlined a program for future progress, which included banding together in meeting the smut problem.

"Scales and Weighing" was a very instructive address given by H. H. Ingram of the Fairbanks-Morse Co., stressing particularly the need of greater care of scales. Scales are usually assumed to be right, he said, and are therefore not properly taken care of. They require more care than anything else about the elevator, and should be looked after at least twice a year, since they are the instruments over which one's money is weighed out. Scales should be sent in to the factory for expert testing every seven or eight years. Snow, dust, rust, etc., are the greatest factors contributing to the inaccuracies that may develop in a scale. Inaccuracies in weighing have been known to ruin a number of companies.

Weighing heavy loads over light scales was cautioned against. It was also pointed out that a load cannot be properly weighed by weighing one end thereof and then the other.

PROF. H. C. FILLEY of the State Agri-

cultural College, on "Meeting Changed Conditions," classed Nebraska high among a few other states in the production increases of poultry and eggs, butter and cheese. Nebraska ranks fourth in egg production and second in poultry production. The increases in alfalfa and clover acreages, hog production, etc., were also cited.

The necessity of using balanced rations and of elevator managers increasing their working knowledge of rations, was dwelt upon.

Prof. Filley also showed that the values of wheat in Canada were not higher because of conditions of marketing value, but because of the fact of increased protein content.

J. F. FLEMMING discussed the "Future of Farmers Elevator Companies," stressing the need of giving service and making profitable showings, diversification of services the elevator places itself in a position to render.

"Handling 'Pool' Wheat" was next discussed, and much farmer dissatisfaction recited.

"Handling Competition" was ably treated by M. L. Crandell, who pointed to the mills and industries as the highest overbidders.

"Protecting Drafts against Bank Failures," was pertinently discussed, the outcome of which was the suggestion to draw drafts against cars and attach to Bs/L which would necessitate return of funds before release of car. If car were delivered before funds were furnished for taking up draft, that would be a burden the railroad would have to recompense for.

"Protein as a Problem for the Country Elevator Manager" was the interesting subject of much detailed discussion. Protein content seems the best suited index of milling values. Producers in some sections are shipping direct to the terminal market to share in protein premiums, which is a serious problem for the country elevator operator to meet. So stupendous is the problem that the federal department of agriculture has taken it under consideration.

FRANKLIN S. BETZ, Chicago, advocated the adoption of the principles of the Roachdale system into country elevator management, viz.:

- Do business on adequate margins of profit;
- Do business on a cash basis;
- Make all customers members;
- Pro-rate profits on the basis of business done.

Interest on the investment should be considered as a part of the operating cost of the business and the business should be handled on a sufficient margin of profit to insure all expenses and in fixing margins of profit, the minimum volume should be contemplated, contingencies should be considered and if the business returns are better than contemplated the patronage refund will reflect back to the customer the proper prices to him in the end.

Managers must recognize the trend of the times and shift the business to conform to the new requirements.

"Pay a Good Wage to the Managers," he pleaded, "and then expect of them commensurate service."

James Russell Lowell's "Crisis" concluded the program.

The recent Canadian Chamber of Commerce convention endorsed the proposal of T. R. Deacon of Winnipeg that the Canadian government offer a prize of \$1,000,000 to any person or persons who could devise an adequate check to rust in grain. Last year Canada lost \$50,000,000 thru rust.

A. P. Husband, sec'y of the Millers National Federation, accompanied by his wife and daughter, will sail for Europe on the steamship President Harding on July 3. They expect to motor thru England, Scotland, Ireland and Wales. Mr. Husband will sail for home from Liverpool on July 31, while his wife and daughter will continue their travels to other European countries.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Montpelier, Cal.—The Montpelier Grain Elevator is building a flat warehouse.

Lancaster, Cal.—The Valley Grain & Supply Co. has merged with the Lancaster Feed & Fuel Co., becoming the Lancaster Feed & Fuel Co., Inc. T. K. Temple is pres. of the new corporation and Robert C. Bitte is vice-pres.

## CANADA

Winnipeg, Man.—The Albion Grain Co., Ltd., has been incorporated.

Calgary, Alta.—The Western Canada Flour Mills Co., Ltd., is adding six new bins to its plant which will increase the wheat storage 160,000 bus.

Pilot Mount, Man.—Shareholders of the Farmers Elevator Co. voted to sell out to the Manitoba Pool and the house will be taken over by the latter July 1.

Winnipeg, Man.—The Gillespie Grain Co., Ltd., plans the erection of six new elevators this summer. Each elevator will have a capacity of 40,000 bus.

Vancouver, B. C.—The elevator being constructed by the Alberta Wheat Pool will be completed about Sept. 1. It will have a capacity of 2,500,000 bus.

Vanguard, Sask.—The elevators of the Province Elevator Co. and the Saskatchewan Wheat Pool burned June 12. The loss, which included 7,000 bus. of wheat, amounted to \$50,000.

Port Arthur, Ont.—The 225,000-bu. concrete annex to the Reliance Terminal Elevator is nearing completion and will be ready to receive the new crop. The Barnett-McQueen Co. is doing the work.

Port Arthur, Ont.—The foundation of the concrete working house and part of one storage unit of the 7,000,000 bu. Saskatchewan Co-op. Wheat Producers Elevator has already been poured and will be ready to receive grain by Oct. 15th. Five improved car dumpers will expedite the unloading of cars. The Barnett-McQueen Cons. Co. is doing the work.

## COLORADO

Limon, Colo.—The Robinson Grain Co. is building a 40x64 ft. warehouse.

Deertail, Colo.—The Farmers Union Elevator Co. has installed a Winter Type W Dump.

Denver, Colo.—The Crescent Flour Mills is repairing its plant which includes an elevator.

Bartlett, Colo.—The plant of the Farmers Elevator Co. was damaged by the windstorm of June 8.

Haxtun, Colo.—Stanley Dee is building an up-to-date elevator on his farm northwest of Haxtun.

Peckham, Colo.—The Weld Grain Co., owned by Thomas & Stewart, is building a warehouse 32x55 ft.

Deertrail, Colo.—The Farmers Elevator Co. is putting in a new leg belt and "V" buckets, also new direct spout. The Western Engineering Co. is doing the work.

Peoria (Byers p. o.), Colo.—The Farmers Elevator Co. is installing a Winter Truck Dump, raising cupola and deepening pit. The Western Engineering Co. has the contract.

Grover, Colo.—The Grover Farmers Elevator Co., which has been operating a grocery on the Burlington right-of-way, has received notice to move its stock of groceries.

## ILLINOIS

Trivoli, Ill.—The Trivoli Co-op. Co. has installed new scales.

Allendale, Ill.—The Allendale Mill & Elevator Co. is repairing its plant.

Tolono, Ill.—V. L. Horton has installed a J-B Feed Mill in his elevator.

Gilman, Ill.—Lamson Bros. & Co. have moved their Paxton office to Gilman.

Big Rock, Ill.—The Farmers Co-op. Co. will install a 10-ton auto truck scale.

Homewood, Ill.—Fred Hibbling & Son are building a \$50,000 feed warehouse.

Stronghurst, Ill.—The Stronghurst Grain & Merchandise Co. is installing head drive.

Serena, Ill.—The Co-op. Grain Co. will replace its gasoline engine with an electric motor.

Ransom, Ill.—The Farmers Elevator Co. will build a new coal storage shed with four bins.

Prairie City, Ill.—C. W. Fowler of Bader is now manager of the elevator of Bader & Co.

Missal (Streator p. o.), Ill.—The Missal Grain Co. plans to install an auto truck dump and scale.

Allen Station (San Jose p. o.), Ill.—W. H. Scott has resigned as manager of the Farmers Elevator Co.

Tazewell (Mackinaw p. o.), Ill.—The Co-op. Grain Co. of Minier has started work on its elevator at Tazewell.

Secor, Ill.—Farmers Elevator Co. has awarded the contract for its new addition to the Fitchsen Contracting Co.

Chicago Heights, Ill.—The Grain Products Co. has changed hands and is now owned by the Stephen Weishass Co.

Joliet, Ill.—There was a meeting of grain dealers of the Joliet territory here the evening of June 21 in the Chamber of Commerce Bldg.

Jacksonville, Ill.—Grain dealers of this territory met the evening of June 19 at the New Dunlap Hotel. Various problems of the trade were discussed.

Lisbon, Ill.—The Farmers Co-op. Grain & Supply Co. will add gasoline and oil as a sideline. The company has painted its office and re-roofed the lumber shed.

Hinckley, Ill.—The Hinckley Grain Co. has rebuilt its coal pocket and installed new machinery. Two truck dumps have been installed in the elevator.

Scovel (Saunemin p. o.), Ill.—We are taking down our local elevator and will build an up-to-date house of 10,000 bus. capacity. We are putting a coat of tar roofing on the Eylar house.—Saunemin Elevator Co.

Gibson City, Ill.—Lawson Tjardes, elevator owner of Harpster, has bot the local elevator of E. E. Hamman and also the one at Derby. Mr. Tjardes took immediate possession of the properties. Mr. Hamman has not announced his future plans.

Galva, Ill.—I have bot the elevator on the Burlington formerly operated by Asa G. White and am operating it under my own name. I was formerly in business at Lee, Ill., as the Lee Grain & Lumber Co., but sold out there April 1.—W. F. Reynolds.

Astoria, Ill.—Stockholders of the Farmers Grain & Service Co. held a meeting recently for the purpose of dissolving the organization and reorganizing a new company. No action was taken, as it was learned certain matters had to be cared for before the dissolving of the present company.

Manteno, Ill.—We have replaced our gas power with electric motors. We also replaced the wooden driveways to the elevator with reinforced concrete retaining walls and filled drives with stone and gravel, doing away with all outside wooden structure work. George Holler of Henry will succeed H. F. Addems as manager of this company July 1. Mr. Addems will retire from all active business on account of his health.—Manteno Farmers Union Co-op. Ass'n.

The following are new members of the Illinois Grain Dealers Ass'n: Toluca Elevator Co., Toluca; H. E. Crum, Cornell; Farmers Grain Co., Buckley; E. C. Sadoris, Mayview; W. M. Herbst, Franklin Grove; Berga Grain & Feed Co., Amboy; James Shields Elevator, Benson; Minooka Grain, Lumber & Coal Co., Minooka; Oswego Lumber Co., Oswego, and Frank Gibbons, Dwight.—Sec'y W. E. Culbertson.

## CHICAGO NOTES.

Henry E. Sellers has applied for membership in the Board of Trade.

Walter G. Twitty, the oldest broker on the Board of Trade, having been active for 54 years, celebrated his 75th birthday June 15. Fellow members presented him with 75 red roses, the presentation speech being made by James Begg.

The amendment recently voted upon by members of the Board of Trade to provide for an assessment of \$10 to buy memberships at not over \$15,000 each was defeated by a vote of 543 to 294. The proposition to put clerks on telephones without memberships had only 69 votes in its favor with 584 against.

The first Chamber of Commerce Building, which was built in 1864 and was the home of the original Board of Trade, was wrecked recently to make way for a new building. In the cornerstone was found a box which contained among other relics pictures of John L. Hancock, pres. of the Board of Trade, and R. M. Hough, pres. of the Chamber of Commerce, and newspapers of the day. The second box laid with the stone of 1872, when the building was rebuilt after the fire of 1871, contained a cartoon depicting Mrs. O'Leary's cow kicking over the lamp and a panoramic view of Chicago after the fire.

## INDIANA

Moran, Ind.—Lefforge & Co. have installed a J-B Feed Mill.

Cynthiana, Ind.—The Ziliack & Schafer Mfg. Co. has installed a J-B Feed Mill.

Sweetsers, Ind.—The A. B. Martin Grain Co. has installed a McMillin Combination Wagon and Truck Dump.

Frankton, Ind.—The A. E. Betts Grain Co. is now in the hands of the Frankton Loan & Trust Co., receiver.

Sedalia, Ind.—Robbers looted the office of the Sedalia Elevator & Seed Co. and secured \$100 in cash and some other articles.—C.

Russiaville, Ind.—Mr. Rich of Indianapolis has bot the elevator of the A. E. Betts & Co. from the receiver, the purchase price being \$7,850.

Burrows, Ind.—W. C. Smock & Co. have improved their dumping facilities by adding an extension to take care of additional dump doors.

Indianapolis, Ind.—The office of the Central States Soft Wheat Growers Ass'n has been moved to the Lemcke Bldg.—B. B. Benner, sec'y-treas.

Ade (Brook p. o.), Ind.—The Ade Farmers Co-op. Co. has installed two Winter's Pneumatic Type W Dumps. The work was done by J. A. Saathoff.

Woodburn, Ind.—J. E. Augspurger, formerly manager of the Edgerton Grain & Coal Co. of Edgerton, is now manager of the Woodburn Equity Exchange.

New Waverly, Ind.—I bot the elevator of Clifford L. Baughman of Royal Center. It is the only elevator at this station and I am operating under my own name.—C. F. Cripe.

Indianapolis, Ind.—Mark H. Miller, attorney, was elected pres. of the Board of Trade to succeed E. Clifford Barrett at the annual election of officers. He was formerly vice-pres.

Salem, Ind.—S. G. Ellis, for many years connected with the O. L. Cauble mill here, has taken over the Persise Mill and will engage in the feed and grain business on an active scale.—C.

Beech Grove, Ind.—The elevator of the Elevator Realty Co. will likely be sold soon. U. S. Lesh, receiver for the company, has received a bid of \$40,000 from a Tennessee organization, the name of which was not made public.

Evansville, Ind.—Jacob Duerringer, 37 years old, traveling salesman for the Hales & Hunter Co., of Chicago, died in a Chicago hospital on June 15 following an acute attack of appendicitis. The body was brought to Evansville for burial.—C.



Lafayette, Ind.—The Matt Schnaible Grain Co. no longer exists. The building or elevator proper was torn down a year ago last November, being one of the oldest all wood elevators in the state never having a serious fire. It was probably 60 years old. The site of the old elevator is being used in our coal business which we operated in conjunction with grain for the past 24 years.—A. F. Schnaible, Matt Schnaible Coal Co.

## IOWA

Royal, Ia.—Dow-Hale-Larigo, Inc., has installed a feed mill.

Toledo, Ia.—The Mesquakie Mfg. Co. has installed a feed mixer.

Sexton, Ia.—John Bird, local elevator man, is seriously ill with the flu.

Farragut, Ia.—The Nebraska-Iowa Grain Co. has closed its local elevator.

McCallsburg, Ia.—The Farmers Grain Co. recently voted to renew its charter.

Dickens, Ia.—G. A. Cady of Sioux Rapids has bot the elevator of C. M. Varney.

Hubbard, Ia.—The Farmers Elvtr. Co. is building a 37½x24 ft. warehouse of hollow tile.

Soldier, Ia.—M. O. Britton has bot the interest of Conrad Evenson in the Soldier Elvtr.

St. Anthony, Ia.—The elevator of Mackin & Harlan was robbed of \$20 in cash recently.

Lewis, Ia.—Harry Dalton of Hopkins, Mo., has bot the Lewis Elvtr. Co. He will take charge about July 1.

Madrid, Ia.—Soderlund Bros. have installed a hammer mill operated by an 85-h.p. gasoline engine in their elevator.

Des Moines, Ia.—E. J. Hoagland is now general manager of the Inland Mfg. Co., which includes an elevator in its plant.

Clemons, Ia.—Robbers broke into the elevator office of A. Brackney recently, ransacked the safe, but found nothing of value to them.

Lohrville, Ia.—The Des Moines Elvtr. & Grain Co. will operate its elevator again after July 1. It has been under lease to Davis Bros. & Potter.

Fernald, Ia.—The North Iowa Grain Co. is building a 25,000-bu. 6-bin annex which will be iron clad. The T. E. Ibberson Co. is doing the work.

Burlington, Ia.—The Trans-Mississippi Grain Co. is arranging to build docks at a cost of \$10,000. The city is building a \$110,000 municipal dock also.

Sioux City, Ia.—The Terminal Grain Corporation will build a 50,000-bu. addition to its elevator. This will increase the capacity to 1,250,000 bus.

Sibley, Ia.—Robbers broke into the office of the Farmers Elvtr. Co. recently and secured \$22.70 in cash from the safe after breaking the combination.

Walford, Ia.—N. E. Weland is installing two 25 h.p. motors and a 26-in. attrition mill. An 18x24 ft. addition has been built to house the machinery.—A. T.

Duncan, Ia.—H. J. Best of Klemme has succeeded Elmer Timby as manager of the North Iowa Grain Co. Mr. Timby will manage the company's plant at Hayfield.

Council Bluffs, Ia.—The million-bushel annex of the Northwestern Elvtr., operated by the Updike Grain Co., has been completed by the Barnett-Record Co.

Carroll, Ia.—Arthur Sievers of Lidderdale has bot the elevator of H. J. Mighell. The latter recently bot the Wentz Elvtr. at Lake City. Mr. Sievers will take possession July 1.—Art Torkelson.

Grand Junction, Ia.—The elevator belonging to the Milligan Co. of Jefferson burned recently. It contained 35,000 bus. of grain. The loss is estimated at \$40,000, covered by insurance. The elevator will be rebuilt.

Lake City, Ia.—H. J. Mighell of Carroll has bot and is operating the elevator of E. E. Wentz. Mr. Wentz is taking a vacation of several months before making any plans for the future.—Art Torkelson with Lamson Bros. & Co.

Des Moines, Ia.—The Des Moines Elvtr. & Grain Co. is made defendant in a suit asking for \$1,307.91, filed in district court by R. H. Lamis of Chillicothe, Ia. Lamis alleges that the grain company shipped a much poorer grade of corn than he had ordered and paid for.

Hayfield, Ia.—Frank R. Lackore has resigned as manager of the North Iowa Grain Co. He will be succeeded by Elmer Timby, who has had charge of the company's plant at Duncan.

Sioux City, Ia.—Ralph C. Wright, federal grain supervisor for the Sioux City district for the past nine years, has been promoted to a similar position at Kansas City, Mo., and will leave July 1 to take up his new duties. His successor for the Sioux City district has not been named.

Elwood, Ia.—George McDonald of Maquoketa has bot the elevator of Paul E. Phelps Grain Co. The elevator is being razed, but Mr. Phelps retained some of the machinery and is moving it to Lost Nation where he has an elevator. The local elevator was built 50 years ago by the Milwaukee Railroad.

Rock Valley, Ia.—It is difficult to name the cause of our recent fire, but it is believed to have been a spark. It started in the top of the cupola. We had between 4,000 and 5,000 bus. of grain in the house, but this was damaged little except by water. The loss was covered by insurance. We are now repairing the elevator and will be ready for work in a few days. The T. E. Ibberson Co. is doing the work.—Wm. Schunter, agt., Hunting Elvtr. Co.

## KANSAS

Palmer, Kan.—J. M. Decker has installed a truck lift in his elevator.

Nickerson, Kan.—The Farmers Co-op. Co. has installed an automatic scale.

Waldron, Kan.—G. T. Price's plant was damaged by windstorm on June 8.

Mentor, Kan.—U. S. Kistler has leased and will operate the Ashton Elvtr.

Garden City, Kan.—A new warehouse is being built by the Everly Grain Co.

Crisfield, Kan.—The Attica Mills suffered a loss in the windstorm of June 8.

Talmo, Kan.—J. B. Sherwood's elevator was damaged by windstorm June 12.

Chase, Kan.—Rollie Roberts is now manager of the Central Kansas Elvtr. Co.

Attica, Kan.—The plant of the Attica Mills was damaged by windstorm June 8.

Hollis, Kan.—J. M. Decker has installed a Kewanee Truck Lift in his elevator.

Howell, Kan.—C. B. Allen's elevator suffered a loss from windstorm on June 8.

Ashland, Kan.—F. M. Mead has installed a Winter Direct Head Drive in his elevator.

Hargrave, Kan.—The elevator of W. P. Moran was damaged by windstorm June 2.

Wilson, Kan.—The Farmers Elvtr. Co., Inc., has refoored the grain bins in its elevator.

Bluff City, Kan.—The A. J. Moore Grain Co.'s plant was damaged by windstorm June 8.

Caldwell, Kan.—The plant of A. J. Moore was damaged by the windstorm of June 8.

Portis, Kan.—We are installing a pneumatic truck lift.—Scott Dillon, mgr. Dillon Elvtr.

Lyons, Kan.—The plant of the Lyons Flour Mfg. Co. was damaged by windstorm June 16.

Brewster, Kan.—The Moser-Larrick Grain Co. has installed lightning protection on its elevator.

Falls, Kan.—The plant of the Consolidated Flour Mills Co. had a windstorm loss on June 8.

Partridge, Kan.—The Partridge Elvtr. Co. has installed new bearings and an air blast loader.

Oneonta, Kan.—A new truck lift has been installed in the local elevator of Scoular-Bishop Co.

Cedar, Kan.—We plan to install a Kewanee Truck Lift soon.—R. S. McFillen, Cedar Elvtr. Co.

Arlington, Kan.—The Arlington Grain Co. has installed an automatic scale and an auto truck scale.

Wright, Kan.—The Wright Co-op. Exchange has installed a Winter Head Drive in its elevator.

Mayette, Kan.—M. A. Bender has completed a warehouse located between his elevator and office.

Hayne, Kan.—The Baty Grain Co. of Plains has bot the local elevator of the Light Grain & Mfg. Co.

Paton, Kan.—The plant of the New Era Mfg. Co. was damaged during the windstorm of June 8.

Caldwell, Kan.—The Consolidated Flour Mills Co.'s plant was damaged by windstorm on June 8.

Metcalfe (Caldwell p. o.), Kan.—The New Era Mfg. Co.'s plant was damaged by windstorm June 8.

Kiowa, Kan.—The plant of the Larabee Flour Mills Co. was damaged by the windstorm of June 8.

Medicine Lodge, Kan.—The plant of the Attica Mills was damaged by the windstorm of June 8.

Stafford, Kan.—The old elevator of Geo. Gano has been replaced with a new one of 15,000 bus. capacity.

Nekoma, Kan.—M. T. Moran plans to install a chop mill in the smaller of his two elevators this fall.

Bennington, Kan.—The Farmers Elvtr. Co. has installed a new leg belt and repaired its elevator.

Phillipsburg, Kan.—We plan to install a pneumatic truck lift soon.—W. H. Bandt, Bandt's Elevator.

Whiteside, Kan.—The Farmers Equity Exchange has built an addition to the manager's residence.

Phillipsburg, Kan.—The roof of the elevator of the Farmers Union was wrecked by a recent windstorm.

Haviland, Kan.—Everett Hardgrove has succeeded O. C. Glenn as manager of the Farmers Co-op. Co.

La Crosse, Kan.—We have installed a truck dump.—L. Obenhaus, mgr., Farmers Union Co-op. Ass'n.

Keighley, Kan.—The plant of J. W. Craig and Geo. R. Bassett was damaged by windstorm June 16.

Meade, Kan.—Roy Mills of Coldwater is the new manager of the elevator of W. R. Johnston and J. C. Lewis.

Galesburg, Kan.—The plant of the Farmers Union Co-op. Ass'n was damaged by the windstorm of June 8.

Kansas City, Kan.—The Kansas Flour Mills Corporation's plant was damaged by the windstorm of June 17.

Agra, Kan.—We are replacing our old scales with a Fairbanks 10-ton Truck Scale.—C. F. Dean, Dean Grain Co.

Wichita, Kan.—A. W. Gill is the new manager of the local office of Goffe & Carkener, Inc. Earl Lytal will be his ass't.

Emporia, Kan.—Fire caused by a short circuit in wiring did slight damage to the plant of the Lord Grain Co. recently.

McCracken, Kan.—The Humburg Lumber Co. is building an elevator which will be equipped with the latest machinery.

Mercier, Kan.—W. F. Bolan of the Bolan Grain Co. of St. Joseph, Mo., has opened an office in the Mercier Elvtr.

Dent Spur (Great Bend p. o.), Kan.—The plant of the Barton County Flour Mills was damaged by windstorm June 8.

Beverly, Kan.—I am installing a truck dump and grate. The Van Ness Construction Co. is doing the work.—M. Chamberlain.

Rolla, Kan.—The Security Elvtr. Co. is rebuilding its elevator which burned recently. A local contractor is doing the work.

Day, Kan.—J. M. Decker has covered the sides of his local elevator with iron, added a metal roof and lightning protection.

Hardtner, Kan.—The elevator of C. O. Burd and that of John H. Probst were both damaged in the windstorm of June 8.

Liberal, Kan.—The office of B. C. Christopher & Co., opened a few weeks ago by Tom Sullivan, is now in charge of W. L. Ekel.

Pawnee Rock, Kan.—The grain office of L. R. French burned recently in a fire which destroyed three other business buildings.

Scott City, Kan.—A new Kewanee All Steel Truck Lift and steel grate has been installed in our leased elevator.—W. R. Stevenson.

Ferguson (Valley Center p. o.), Kan.—The Commander-Larabee Corporation sustained a loss to its plant by windstorm on June 8.

Sterling, Kan.—The Farmers Co-op. Union has built two 7,000-gal. gasoline tanks and bot two trucks to use for distribution purposes.

Dighton, Kan.—The Farmers Co-op. Mercantile & Elvtr. Co. is installing a Richardson Automatic Scale with capacity for 10 bus.

Portis, Kan.—A Kewanee All Steel Truck Lift is being installed in our elevator here.—P. A. Storer, mgr., Farmers Union Co-op. Ass'n.



Hutchinson, Kan.—Chas. Colby was re-elected sec'y of the Board of Trade by the new directors. Ralph Russell was re-elected treas.

Ulysses, Kan.—John W. Willis, formerly manager of the Larabee Grain Co. at Coldwater, is now manager of that company's local plant.

Clifton, Kan.—The Wyman-Smith Grain Co. is installing a Kewanee Truck Lift in its elevator. Lightning protection will also be added.

Solomon, Kan.—The Kansas Flour Mills Corporation has leased the Farmers Elvtr. for another year and engaged Joe V. Neil as manager.

Kensington, Kan.—We are installing a new Fairbanks 10-ton Truck Scale and a Kewanee Truck Lift.—E. C. Wolfe, E. C. Wolfe Grain Co.

Marion, Kan.—T. P. McNeal is now working for the Marion Co-op. Co. in the elevator that company recently bot from the Derby Grain Co.

Bazine, Kan.—We have moved the motor in our elevator to the cupola where it is belted direct to the jack-shaft.—Jno. Kuehn, Kuehn & Gano.

Beeler, Kan.—We have installed a 4-cylinder 40-h.p. gasoline engine and an air blast car loader.—J. W. Ling, mgr., Farmers Co-op. Grain & Supply Co.

Ness City, Kan.—A truck dump and a 6-h.p. electric motor are being installed in the elevator under lease by the Howard Feed & Grain Co.—Fred Howard.

Spring Station (Anthony p. o.), Kan.—The Kansas Flour Mills elevator here was tipped off its foundation and badly wrecked by high winds on June 8.

Lenora, Kan.—The elevator of J. M. Decker has been improved by the addition of a metal roof, lightning protection and a covering of iron on the sides.

Beeler, Kan.—The Walnut Creek Mfg. Co. is installing a Gravity Truck Dump and Fairbanks 10-ton Truck Scales. John Burwell will manage the property this year.

Osborne, Kan.—New Kewanee Truck Lifts are being installed in our elevators at Forney and Corinth.—J. C. Gregory, mgr., Osborne County Farmers Union Co-op. Ass'n.

Bloomington, Kan.—We are installing a Kewanee All Steel Truck Lift and extending the driveway to cover it.—David E. Nelson, mgr., Osborne County Farmers Union Co-op. Ass'n.

Cimarron, Kan.—The Co-op. Equity Exchange has bot the Cimarron Grain Co. of C. C. Isely. With the two elevators it now owns the Co-op. Equity Exchange will have a capacity of 20,000 bus.

Liberal, Kan.—The Equity Exchange Ass'n has installed a grain cleaner on the head of the leg in its elevator. A new motor is being installed.—U. W. Kent, mgr., Equity Exchange Ass'n.

St. John, Kan.—J. C. Van Fleet of Hutchinson has succeeded Doc Kay as manager of the Aitken Elvtr. Co. Mr. Kay has taken a position with the Davison Grain Co. as its buyer at Howell.

Vermillion, Kan.—I have just completed a two-room 14x20 ft. office building which is fireproof in every respect. Have also installed a set of 10-ton Fairbanks Truck Scales.—C. J. Ingman.

Athol, Kan.—We sold our West Elvtr. to the Athol Co-op. Ass'n, who is adding new equipment and expects to have it ready for the new wheat crop. We still have the East Elvtr.—O. E. Rice.

Rush Center, Kan.—I replace H. C. Heaton as manager of the Farmers Co-op. Co., taking charge June 1. Mr. Heaton has gone to St. John to manage the elevator of the Farmers Union.—J. O. Bowman.

Ness City, Kan.—T. A. Kackley resigned as manager of the Farmers Co-op. Grain & Supply Co., effective June 18, and has entered another field of endeavor. I replace him as manager.—Alfred Greenwood.

Rush Center, Kan.—We have remodeled one of our old warehouse buildings into a combination office and warehouse, installing a 20-ton Fairbanks Truck Scale at the same time.—Guy Driver, agt., Geo. E. Gano.

Windom, Kan.—R. C. Webb of Conway has bot the elevator of the Colburn Bros. here and at Groveland. The local house will be used principally for storage in connection with the other elevator which Mr. Webb owns here. The elevator at Groveland will be managed by the new owner's cousin, Venard Webb.

Amy, Kan.—The Farmers Co-op. Mercantile & Elvtr. Co. has installed a new motor and buckets. The 4-bu. Richardson Scale which is in the company's elevator at Dighton will be installed in the local house.

Russell, Kan.—The Russell Mfg. Co. has awarded a contract to the Jones-Hettelsater Construction Co. for 100,000-bu. additional concrete storage. This will give the company a total storage capacity of 400,000 bus.

Kingman, Kan.—The Consolidated Flour Mills Co. has bot the plant of the Kingman Mills, including an elevator, from the Kansas Flour Mills Corp. The purchase includes elevators at Garden Plain, Almeda and Carvel.

Osborne, Kan.—A new Fairbanks-Morse 8-h.p. Gasoline Engine and a Kewanee Truck Lift are being installed in the Osborne County Farmers Union Co-op. Ass'n.—J. C. Gregory, mgr., Osborne County Farmers Union Co-op. Ass'n.

Dighton, Kan.—A 2-h.p. Fairbanks-Morse Motor has been installed to run the air compressor for the truck lift in our elevator. We expect to install steel grates to replace the trapdoors over the pits.—E. Crandell, agt., Geo. E. Gano.

New grain testing equipment is being installed in 14 stations of the Kansas State Grain Inspection Department. Plans are now being made to increase the staff of inspectors at the various stations to handle the movement of wheat.

Hardtner, Kan.—The storm of June 8 demolished our driveway which we had just replaced at a cost of \$650. In repairs we have added an automatic air compressor.—B. A. Parsons, mgr., Southwestern Elvtr. & Mercantile Co.

Olmiltz, Kan.—Arthur T. Wilson, second man with the Farmers Elvtr. Co. at Wilson, has been elected manager of the Farmers Co-op. Union Ass'n, succeeding H. S. Blatchley who will enter the grain business for his own account at Anthony.

Plains, Kan.—We have increased the capacity of our elevator by 23,000 bus. This gives us a total capacity of 55,000 bus. We have installed a 10-bu. Richardson Automatic Scale and a 25-h.p. engine.—O. P. Kaufman, mgr., Plains Equity Exchange.

Millard (Galatia p. o.), Kan.—The elevator of Ochs Bros. was wrecked by a dust explosion the morning of June 13 as employees were starting to work. Ben Ochs, one of the owners, was slightly injured. The elevator, which had a capacity of 20,000 bus., was empty.

Ryus (Satanta p. o.), Kan.—The Light Grain & Mfg. Co. is building a 25,000-bu. studded and iron clad elevator. The foundation has been laid and the elevator is expected to be completed in time to be used for this season's harvest.—Light Grain & Mfg. Co.

Hayter Station (Anthony p. o.), Kan.—High winds on June 8 swept the Kansas Flour Mills elevator 25 ft. off its foundation and jammed it up against the little office where the scales had just been put in shape for the season. The structure was practically demolished.

Salina, Kan.—Harry Robinson was elected pres. of the Board of Trade at the annual meeting June 12. W. A. Talbot was elected sec'y. Byran Lynch, R. Faeth, A. Hoffman and Roy Miller were elected on the board of directors. A 6 o'clock dinner preceded the business meeting.

Simpson, Kan.—Harry Ponton and Chas. W. Stehley have bot the plant of the C. E. Robinson Grain Co. The business will be conducted under the name of the Ponton Grain Co. and Mr. Ponton will be the active manager. Repairs will be made to the buildings and equipment.

Alton, Kan.—We have leased the 6 concrete grain tanks of F. W. Gaunt across the street from our old elevator and are installing a 6-h.p. Fairbanks-Morse Gasoline Engine and a Kewanee Truck Lift. This raises our storage capacity.—J. O. Newbrey, Osborne County Farmers Union Co-op. Ass'n.

Ellinwood, Kan.—We are adding to our already large storage capacity eight concrete tanks, representing a total storage capacity of approximately 100,000 bus. The contract is being handled by the Jones-Hettelsater Construction Co. The work is progressing very nicely and we expect it will be completed within the next two weeks. This will give us a storage capacity, including our several country elevators, of about a half million bus.—S. B. Reed, Wolf Mfg. Co.

Oswego, Kan.—W. W. Marshall and associate have leased the plant of the Pearl Mfg. Co. with a purchase option. It will be managed by R. C. Garrett. Mr. Marshall is pres. of the Rosedale Mfg. Co. and vice-pres. and treas. of the Lathrop-Marshall Grain Co. of Kansas City. Mr. Garrett was formerly manager of the Ada Mfg. Co., Ada, Okla., and came to Oswego from the Madill Mfg. & Grain Co., Madill.

Hunter (Anthony p. o.), Kan.—J. H. Cator, former manager of the Englewood Co-op. Equity Union, bot the Larrabee Elvtr. about a month ago and is busy putting it in shape for the season. A new engine has been installed, new cups have been put in, and the Richardson Automatic Scale has been reset so grain being run into cars will have a longer, sharper drop. He is operating under the name of J. H. Cator Grain Co.

Athol, Kan.—Fred Henrichs has resigned as manager of the Farmers Co-op. Grain Ass'n. He have been hired to take his place. The ass'n is remodeling and improving the elevator recently acquired from O. E. Rice, replacing the gasoline engine with a Fairbanks-Morse 10-h.p. Fully Enclosed Motor, installing Fairbanks 10-ton Truck Scales and moving the Kewanee Truck Lift from the old house, now being torn down, to the new.—P. I. Broom.

Scott City, Kan.—We have remodeled our elevator, installing a Kewanee All Steel Truck Lift, steel pit and steel grate, a 10-h.p. Fairbanks-Morse Fully Enclosed Self-Ventilating Motor set in the cupola to run a jack-shaft connected to the head pulley with a chain, and a new Richardson 6-bu. Automatic Scale. We have also bot the 10,000-bu. elevator of the Kansas Flour Mills and will use it for a barley house. This gives us a total capacity for 27,000 bus. If conditions warrant later, we may rebuild the elevator which burned last year.—J. E. Kirk, J. E. Kirk Grain Co.

## KENTUCKY

Elizabethtown, Ky.—The Elizabethtown Mfg. Co.'s office was flooded with 6 inches of water, the scales were damaged and a number of sacks ruined recently.

## MARYLAND

### BALTIMORE LETTER.

W. Scott Burton has applied for membership in the Chamber of Commerce.

J. Frank Ryley has applied for membership in the Chamber of Commerce.

The following have been elected to membership in the Chamber of Commerce: W. S. Burton, Geo. E. Pierce and James L. Hudson.

Samuel Phillips, formerly in the grain business here, has applied for membership in the Chamber of Commerce. Mr. Phillips will become local representative of the Norris Grain Co. of Chicago and New York and has taken an office in the Chamber of Commerce Bldg.

## MICHIGAN

North Adams, Mich.—F. I. Williams & Son have installed a corn cracker and feed mixer.

Middleton, Mich.—The Rockafellow Grain Co. has installed a wagon dump and will build new coal sheds.

Fisherville, Mich.—Hart Bros. of Saginaw have bot a site and will build an up-to-date bean elevator.

Deford, Mich.—Fire caused by a spark from a locomotive damaged the hay warehouse of the Cass City Grain Co. on June 14.

Bath, Mich.—Wm. E. Savage has sold his interest in the Cushman-Savage Co. and is now manager of the seed department of McLaughlin, Ward & Co. at Jackson, Mich.

Gaines, Mich.—H. Frutchey has just completed an installation of fully enclosed, self-ventilated motors with automatic starters to replace oil engine power in his elevator.

Mt. Pleasant, Mich.—Our storage elevator being constructed will have 12 bins, two elevators, Richardson Automatic Scale, Eureka Receiving Separator, and manlift.—Edw. O. Harris, Harris Mfg. Co.

Tecumseh, Mich.—The William Hayden Mfg. Co. has recently installed lightning rods on its mill and elevator and expects to install in the near future a magnetic spout to remove all tramp iron from stock to be ground in their attrition mill.



Oakley, Mich.—Christian Breisch & Co. Lansing, have started the construction of a new elevator on the side of the old Oakley Farm Bureau plant. Power will be furnished by the local power company and enclosed, self-ventilated ball bearing motors will be used throughout.

Bancroft, Mich.—Contract has been let for rewiring the Bancroft Elvtr. Co.'s plant, changing over from single phase, open type motors to 3 phase, fully enclosed, self ventilated ball bearing motors. A magnetic spout will also be provided ahead of the attrition mill to eliminate tramp iron.

Shepardville, Mich.—A. B. Bullard & Sons are installing anti-friction bearings on the line shaft which drives the feed mill of their elevator to replace plain bearings, one of which was recently the cause of a \$500 fire loss when it became overheated and set fire to the plant after closing time in the evening.

Delwin, Mich.—A contract has just been obtained by Chatterton & Son to furnish electric power for their elevator which is now being operated by an oil engine. Fully enclosed self-ventilated motors will be used thruout and these will be controlled by automatic switches with the latest type of protective devices.

Kawkawlin, Mich.—The new bean elevator of Martindale Bean & Grain Co., which replaces the one destroyed by fire several months ago, is nearing completion. This will be one of the most modern and up-to-date plants in the state. All the bearings from top to bottom will be of the anti-friction type and all electric motors will be of the enclosed, self-ventilated type.

Pompeii, Mich.—Chatterton & Son have just completed motorizing their plant, all of the motors in the elevator part being of the fully enclosed, self-ventilated type, controlled with automatic starters. They have also installed a hammer mill to take care of their feed grinding trade and have included in this equipment, a magnetic spout for removing tramp iron from the stock to be ground.

Lansing, Mich.—The 27th annual convention of the Michigan Grain, Feed & Hay Dealers Ass'n will be held Aug. 16-17 at the Hotel Olds, the first business session starting at 9:30 a. m. on the morning of the 16th. At 1 p. m. all delegates will assemble in front of the hotel and be taken in autos to the Michigan State College at East Lansing where a program for the afternoon will be provided by the Department of Farm Crops and Agricultural Extension. On the evening of the 16th, at 6:30 o'clock, our annual banquet will be held in the ball room of the hotel. On the 17th there will be another business session, both morning and afternoon, with election of officers and directors. A cordial invitation is extended to shippers and receivers of grain and hay in other states to meet with us and enjoy the good things which are in store.—T. J. Hubbard, sec'y-treas.

## MINNESOTA

Doran, Minn.—A. B. Peterson has bot the Doran Elvtr.

Waterville, Minn.—John Fahning has installed a direct drive in his elevator.

Amboy, Minn.—George Vee is the new manager of the elevator of the Hubbard & Palmer Co.

Wheaton, Minn.—The Farmers Co-op. Elvtr. Co. has installed a Winter Universal Head Drive.

Fairfax, Minn.—Excavation has started for the storage tanks to be erected by the Fairfax Mlg. Co.

East Grand Forks, Minn.—The Farmers Elvtr. Co. has installed a feed grinding unit in its elevator for custom grinding.

St. Paul, Minn.—The machinery, grain and building of the Gray Mlg. Co. were damaged to the extent of \$20,000 by a recent fire.

Elgin, Minn.—Arthur Schuman has resigned as manager of the Richardson Elvtr. Co. and is now operating an oil station in Rochester.

Warren, Minn.—The National Elvtr. Co. is putting a new roof on its house, and installing new motors. The T. E. Ibberson Co. is doing the work.

Lyle, Minn.—The Hunting Elvtr. Co. is now the only grain firm in Lyle, having purchased the business and elevator of the Speltz Grain & Coal Co. The new owner will raze the elevator and build coal sheds in its place.

Duluth, Minn.—E. W. Lenhart has been elected to membership in the Board of Trade. The membership of W. C. Poehler has been transferred.

Tyler, Minn.—Herman Utoft, whose elevator burned recently, has bot the property of the Lincoln Grain Co. which has been idle for seven years. It is being remodeled and the plant will be ready for operation soon.

Duluth, Minn.—E. N. Bradley, vice-pres. and general manager of the Globe Elvtr. Co., has resigned and will go to California to make his home. He has also resigned as pres. of the Board of Trade Clearing Ass'n.

Eyota, Minn.—We are tearing down our elevator which was damaged by fire and rebuilding it on a different location, putting in a new hydraulic dump and scale. It will have a capacity of 8,000 bus. Our other house has a capacity of 20,000 bus.—E. E. Leitz, Eyota Grain Co.

Pelican Rapids, Minn.—We have bot the Quinland & Sethre Elvtr. and will use it for the handling of grass seeds, other seeds, some grain and coal. We are installing a scale and a Strong-Scott Dump in this elevator. We are installing a Big-3 Carter Disc Cleaner in our own elevator.—J. R. Quamme, mgr., Co-op. Warehouse Ass'n.

## MINNEAPOLIS LETTER.

J. A. Timmerman of Mandan, N. D., has bot a membership in the Chamber of Commerce.

E. H. Mirick has succeeded J. W. Avery as head of the wheat buying department of the Pillsbury Flour Mills Co.

Work on the new addition to the Chamber of Commerce building is progressing rapidly and some of the firms renting office space on the lower floors are expecting to move in July 1.

B. F. Benson, vice-pres. of the Benson-Quinn Co., has been elected pres. of the local Y. M. C. A. He has been vice-pres. for several years and has been chairman of the state com'ite of the ass'n.

The supreme court recently decided that the directors of the United States Cereal Co., which built the Paramount Mill, are liable for the payment of \$400,000 bonds issued by the company. The directors claimed that their signatures had been obtained under false pretenses by the pres. of the company, but the supreme court held that the false representation was not available as a defense.

## MISSOURI

Faucett, Mo.—The plant of the Quaker Oats Co. was damaged by windstorm recently.

Foster, Mo.—The plant of the Farmers Elvtr. Co. was severely damaged by fire on June 10.

Parkville, Mo.—The plant of the Parkville Mlg. Co. was damaged by windstorm June 16.

Webb City, Mo.—The plant of the Ball & Gunning Mlg. Co. was damaged by windstorm June 16.

McKittrick, Mo.—Roger Ellis of New Florence is the new manager of the McKittrick Elvtr. Co.—P.

Malta Bend, Mo.—Frank Blackburn, aged 50 years, was killed recently when he fell 60 ft. from the top story of the storage elevator of the Rea & Page Mlg. Co. of which he was manager.

Deepwater, Mo.—We have sold our elevator to A. R. Britian of Humansville, Mo.—H. Halfen, sec'y-mgr., Mann Grain Co.

Oak Grove, Mo.—The Oak Grove Grain Co. incorporated; by Hubert Roach of Oak Grove and Fred L. Ferguson of Kansas City.—P.

Jasper, Mo.—R. R. Carter has bot the interest of his partner, Thomas Patterson, and will hereafter operate under the name Carter Elvtr.—P.

New Hampton, Mo.—Jud Snead has traded his filling station to Wm. Stevenson for the latter's half interest in the local elevator, which will now be operated under the firm name of Ebersole & Snead.

Canton, Mo.—Richard Begley, former manager of the Canton Co-op. Elvtr. Co., was arrested on a charge of embezzlement of \$1,950 from that company and \$2,000 from Phil S. Kerr of Quincy. The alleged embezzlement was first discovered about the middle of January when Begley disappeared from his office in Canton. He recently returned to his home near Palmyra and his arrest followed.—P.

## KANSAS CITY LETTER.

Robert T. Browne has been elected to membership in the Board of Trade.

Harry G. Randall has resigned as general manager and vice-pres. of the Larabee Flour Mills Co., Inc.

Raymond Elmer Larson has applied for membership in the Board of Trade on transfer of F. W. Davidson.

Otto Bresky has bot the stock of the estate of the late John L. Rodney in the Rodney Mlg. Co. and is now the controlling owner.

M. C. Fears, chief grain inspector for the Missouri State Weighing & Inspection Department, underwent an operation at a local hospital recently.

Fred H. Udell was elected a member of the arbitration com'ite of the Board of Trade at a recent meeting of directors to replace Sam S. Carlisle who has moved to St. Louis.

Directors of the Board of Trade chose N. E. Carpenter, first vice-pres., to succeed J. J. Kraetli, who became pres. upon the death of J. A. Theis. H. G. Smith was named director to fill Mr. Carpenter's place.

The Wabash Railroad will lease its elevator in North Kansas City to the Wyandotte Elvtr. Co. The elevator has a capacity of 2,000,000 bus. and has been under lease the past year to the Staley Mlg. Co. of Decatur, Ill.

## ST. LOUIS LETTER.

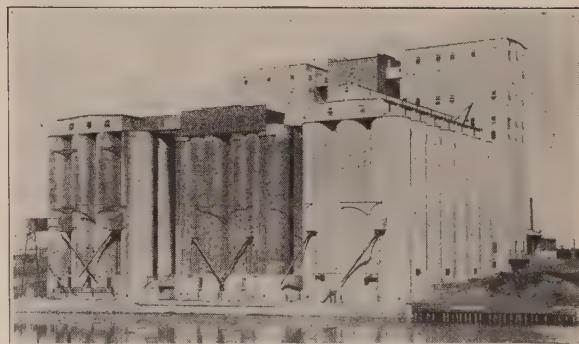
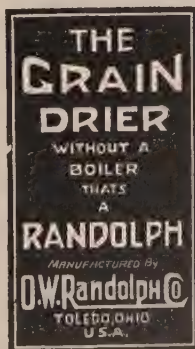
C. J. Williamson, formerly with the Overland Grain Co., has been appointed manager of the local office of the J. C. Shaffer Grain Co.

The Checkerboard Elvtr. Co., a branch of the Ralston Purina Co., will open office at 206 Merchants Exchange July 1 with J. M. Chilton in charge.

Joseph G. Schmitz, who for several years has been connected with the Plant Flour Mills Co., will become associated with T. C. Thatcher in the management of the Oklahoma City Mill & Elvtr. Co., one of the Kell group of plants.

## ST. JOSEPH LETTER.

The Quaker Oats Co.'s expansion program at St. Joseph has gotten under way, and when construction has been completed the local market should enjoy a great increase in the annual grain turnover.



Consolidated Elevator, Fort William, Ontario.  
1,500,000 bushels capacity.

This plant is equipped with a Randolph Direct Heat Grain Drier



L. A. Laybourn, connected with the Art Hoffman Grain Co. of Salina, Kan., was recently elected to membership in the Grain Exchange and has opened an office in the Corby Building to represent the Art Hoffman Grain Co. at St. Joseph.

Five new firms have opened up at St. Joseph since the first of January this year, as follows: Famo Feed Mfg. Co., St. Joseph; Jackson Bros., Boesel & Co., Chicago; Kellogg-Huff Commission Co., St. Louis; Goffe & Carkener, Inc., Kansas City; Art Hoffman Grain Co., Salina, Kan.

Max T. Moritz was recently elected to membership in the Grain Exchange on transfer from B. V. Wasser. Mr. Wasser was formerly connected with Shannon Commission Co. and also with J. C. Moats & Co. Mr. Moritz has opened an office in the Corby Building for Goffe & Carkener, Inc. The St. Joseph office will conduct a general grain business, handling consignments and also buying spot grain.

## MONTANA

Fallon, Mont.—The Eastern Montana Elvtr. Co. will rebuild its elevator which burned recently.

Great Falls, Mont.—The pump house of the Barkemeyer Grain & Seed Co. was slightly damaged by fire May 29.

Columbus, Mont.—The Farmers Elvtr. Co. is considering dissolving the corporation and discontinuing its grain business.

Manhattan, Mont.—E. M. Wright has bot the plant of the Cascade Mfg. & Elvtr. Co. and will do a wholesale and retail grain, feed and seed business.

Delphia, Mont.—The Roundup Elvtr. Co. will install a Strong-Scott Pneumatic Truck Lift in its elevator. The Victor Construction Co. will do the work.

Gage, Mont.—The Roundup Elvtr. Co. will install a 10-h.p. engine and a Strong-Scott Pneumatic Lift in its elevator, the Victor Construction Co. having the contract for the work.

Conrad, Mont.—L. L. Dean, long manager of the Equity Elevator Co., has resigned and R. A. Kirkpatrick, formerly mgr. of the Farmers' Elvtr. at Velva, N. D., will succeed him.

Loston, Mont.—The State Elvtr. Co., of Cascade, bot the Mark P. Miller Elvtr. and will install a Strong-Scott Dump and a Fairbanks Scale and overhaul the plant.—Geo. E. Paulson.

Hobson, Mont.—M. M. Moser has resigned as manager of the Equity Elvtr. Co. and accepted a position as manager of an elevator at Farmington. He will be succeeded here by J. L. Windle who has been in the employ of the Judith Mfg. Co.

Roberts, Mont.—Oscar Penttila, Sr., will have charge of the Montana-Dakota Grain Co.'s elevator at Boyd for several weeks, after which he will have charge of the company's local elevator, Ray Dewell being transferred to the company's elevator in Red Lodge.

Brockway, Mont.—The Occident Elvtr. Co. has let the contract to the Hickok Construction Co. for a 35,000-bu. elevator with fire resisting roofing, 16 bins, 15-h.p. F.-M. Type Z Gas Engine, 100-bu. Fairbanks Hopper Scale, Kewanee Dump, 1 leg, 11x6 D. P. Buckets, Beyl-Hyatt Roller Bearings thruout, rope drive, manlift and swing distributing spouts.

Glendive, Mont.—The Eastern Montana Elvtr. Co. is building a 30,000-bu. iron clad elevator with 14 bins at Circle and duplicating the house at Brockway on the new extension of the N. P. R. R. Each house will be equipped with a 10-ton Fairbanks Scale and a 100-bu. Fairbanks Hopper Scale, a 10-h.p. Type Z Fairbanks-Morse Gas Engine, rope drive and manlift, a Strong-Scott Dump, one stand leg, 11x6 Salem Buckets, Beyl-Hyatt Roller Bearings thruout. Hickok Construction Co. has the contract.

## NEBRASKA

Nelson, Neb.—The Farmers Elvtr. Co. is installing a Winter Head Drive.

Beemer, Neb.—The Nye & Jenks Grain Co. has bot the elevator of W. T. Fried.

Waco, Neb.—The Farmers Elvtr. Co. has added lightning protection to its elevator.

Clarkson, Neb.—The Clarkson Mfg. & Grain Co. will build a warehouse and install a feed mill.

Wilber, Neb.—The Farmers Elvtr. Co. has added lighting protection to its elevator.

Ruskin, Neb.—The Farmers Elvtr. Co. is equipping its elevator with lightning protection.

Murphy, Neb.—The E. G. Taylor Grain Co. has installed lightning protection at its elevator.

Deshler, Neb.—A truck lift is being installed in the local elevator of the Hebron Grain Co.

Hebron, Neb.—A new truck lift has been installed in our elevator here.—Geo. H. Hayes, Hebron Grain Co.

Davey, Neb.—The Davey Co-op. Grain Co. has installed a Kewanee Truck Lift and a Fairbanks 10-ton Truck Scale.

Tobias, Neb.—A new belt and Salem buckets will be installed here by the W. T. Barstow Grain Co.—H. G. Clark, agt.

Adams, Neb.—The Farmers Elvtr. Co. has voted to reincorporate for a period of 50 years, instead of the usual 25 years.

Hartwell, Neb.—The elevator of J. G. Morris has been bot by Frank Real of McCook. Mr. Real has sold his elevator site at Kenesaw.

Ruskin, Neb.—G. H. Smith and C. Lundsgaard have dissolved partnership and I am now sole owner of the Home Grain Co.—C. Lundsgaard.

Grainton, Neb.—The Farmers Exchange will install a motor and make other improvements this month. The Cramer Construction Co. has the contract.

Nelson, Neb.—We have moved the old scale from our plant at Superior and are installing it at our elevator at Nelson. A little later we plan to build a feed warehouse.—Bossemeyer Bros.

Lyons, Neb.—By moving the Farmers Elvtr. and adding it to his own, A. Moseman has doubled the capacity of his plant, making it 40,000 bus. He has installed a scale, dump and hammer mill.

Omaha, Neb.—E. Stockham, formerly with the Kearney Flour Mills and one time head of the E. Stockham Grain Co., has applied for membership in the Board of Trade to represent the Burns Grain Co.

Strang, Neb.—We are installing a Kewanee All Steel Truck Lift to handle the business that comes in by truck. The old logs are being left to handle the wagons.—Elmer Messman, agt. Crittenden Grain Co.

Nelson, Neb.—We are tearing out our old 10-h.p. gas engine and replacing it with a Winter Head Drive fitted with a 5-h.p. Fairbanks-Morse Inclosed Self-Ventilating Motor.—M. Sage, mgr., Farmers Union Elvtr. Co.

York, Neb.—C. S. Rainbolt, formerly engaged in the grain business in Omaha and later employed in the Omaha office of the Crowell Grain Co., will represent the Nebraska-Iowa Grain Co. in Nebraska with headquarters here.

Lincoln, Neb.—A meeting of the Nebraska country grain elevator interests will be held here June 29-30 for the purpose of organizing a representative grain dealers' ass'n. More than 150 country grain dealers of the state have signified their intention of attending.

Dorchester, Neb.—Grothe Bros. have covered their elevator with galvanized iron which makes a great improvement. H. L. Perry, the present manager, will become a member of the firm July 1. The firm name will be changed to Grothe Bros. Grain Co.—Grothe Bros. Elvtr.

Strang, Neb.—We have re-spouted our elevator and have raised the cupola 8 ft. to give the grain more fall for loading purposes. This has eliminated shoveling when we are loading out cars. A new roof was put on at the same time.—Frank Baand, Frank Baand Grain Co.

Tobias, Neb.—Crittenden Grain Co. has purchased the elevator which it has operated under lease for the past year. This was formerly owned by Herman Otto, who had taken it over from the farmers. It is planned to install a truck lift.—Ufe Edzards, agt., Crittenden Grain Co.

Omaha, Neb.—The Illinois Central Railroad has made an appropriation for an addition to its elevator and work will be started soon. Last fall we sold that company our 350,000-bu. elevator at 14th and Ohio Sts. It now plans to build a new concrete work house and additional storage on its own tracks to connect with the old house. This will be one of the most modern and rapid handling elevators in Omaha. This will give the Illinois Central over a million bus. total capacity and the entire plant will be operated by this company.—C. C. Crowell, Jr., pres., Crowell Elvtr. Co.

Deshler, Neb.—The Deshler Grain Co. plans to install a 10-ton truck scale at its elevator.—F. J. Buntmeyer, mgr.

Beaver City, Neb.—The elevator owned by local stockholders and leased to the Farmers Equity Grain Co. of Kansas City burned June 8. The blaze is believed to have been caused by lightning striking one of the cupolas. About 1,200 bus. of corn were destroyed. The building was valued at \$5,000.

## NEW ENGLAND

Amston, Conn.—The feed mill, general store and stock of farm implements of the Amston Grain Co. burned recently with a loss of \$50,000.

Boston, Mass.—The W. P. Whittemore Co., doing business in Rosindale, has petitioned the city to locate a big industrial colony on land alongside the railroad track where the company has a large storehouse. The firm claims that the increasing use of the automobile has so seriously affected the hay and grain business of the firm that efforts will be made to develop its gas, fuel, oil, lumber, coal and other lines of business.

## NEW YORK

Buffalo, N. Y.—J. D. Jones is now in the grain department of the Hecker-H-O Co.

Buffalo, N. Y.—The Evans Elvtr. Corporation has changed its name to the Reliance Elvtrs. Corporation. It is working in conjunction with the Pierce Grain Corporation and the Western Elevating Ass'n, Inc. The Evans Elvtr. will be operated by the Reliance firm as the Reliance Elvtr.

### NEW YORK CITY LETTER

John E. Hamann has applied for membership in the Produce Exchange on transfer of Geo. S. Chilton.

F. H. Hodgkinson resigned as pres. of Sanday & Co., Inc., and R. Crowley, one of the vice-pres., was elected pres.

John Daugherty, a member of the Produce Exchange for many years, died recently. He was a brother of James Daugherty of Samuel Knighton & Sons, Inc.

A baseball game has been scheduled between the grain and cottonseed oil trades of the Produce Exchange for June 27. Following the game a beefsteak dinner will be served at the Hermitage, Union City, N. J.

This firm is incorporated under a Delaware charter for \$100,000, capital fully paid in. The firm is under the management of G. Riemschneider as pres., known to the trade for many years as former partner in the firm of Wm. Riemschneider & Co., and for the last three years manager of the coarse grain department of the Continental Grain Co. There is no other active partner in the concern.—Riemschneider & Co., Inc.

## NEW MEXICO

Clovis, N. M.—J. W. Wilkinson is now manager of the Clovis Mill & Elvtr. Co. Ramey & Wilkinson bot the interest of Roy Yost in the business and Mr. Wilkinson succeeded Mr. Yost as manager.

## NORTH DAKOTA

Belfield, N. D.—The Farmers Union Elvtr. Co. has installed a Winter Direct Elevator Drive.

Barton, N. D.—The International Elvtr. Co. has completed its elevator. The T. E. Ibberson Co. had the contract.

Parshall, N. D.—L. A. Larson, who has had charge of the Woodworth Elvtr. Co., will go to Wabek where he will buy grain for the Wabek Co-op. Co.

Grandin, N. D.—The Farmers Grain Co. has installed a four-cylinder 50-h.p. engine in its feed mill. A new engine house is being built and engines at the elevator are being changed.

Rolette, N. D.—Bert Carley has resigned as manager of the Cargill Elvtr. Co. to become manager of the Farmers Elvtr. Co. at Hoag (York p. o.). The latter place was made vacant by the death of Alfred Johnson, who with his helper, Oscar Larsen, were found dead in their car near Welford, Apr. 22.



Cogswell, N. D.—W. M. Rector, who has been in charge of the Rector Elvtr. while his father, F. C. Rector, was on the road, has accepted a position as manager of the Farmers Equity Elvtr. at Glover.

Underwood, N. D.—G. K. Temanson has resigned as manager of the Farmers Elvtr. & Mercantile Co. to go into business as manager of the Underwood Grain & Supply Co., a firm composed of local men who are building an elevator which is nearing completion. H. M. Cummings of Wibaux, Mont., has succeeded Mr. Temanson as manager for the Farmers Elvtr. & Mercantile Co.

Emerado, N. D.—The Co-op. Elvtr. Co. has awarded a contract to the T. E. Ibberson Co. for a 30,000 bu. elevator having 17 bins. It will be operated with GE Totally Enclosed Motors. There will be two legs. The building will be covered with galvanized iron. All bearings thruout the plant will be Hyatt Roller Bearings. A 1,250-bu. Richardson Automatic Scale will be installed in the cupola and a Strong-Scott Dump will be used. A Carter Big 3 Cleaner will be installed on the work floor.

## OHIO

Fayette, O.—Aungst Bros. have installed a J-B Feed Mill.

Archbold, O.—Aungst Bros. have added a J-B Feed Mill to their elevator equipment.

Gerald, O.—The Gerald Grain & Stock Co. has installed a McMillin Wagon and Truck Dump.

Green Creek (Fremont p. o.), O.—The Green Creek Co-op. Co. has bot the plant of the Green Creek Elvtr. Co.

Dodson (Brownville p. o.), O.—The Dodson Elvtr. Co. has installed an oat huller furnished by the Sidney Grain Machinery Co.

Arcadia, O.—L. R. Good is remodeling his elevator and adding new equipment, including a McMillin Combination Wagon and Truck Dump.

Canal Winchester, O.—Howard A. Hockman, owner of the Winchester Mlg. Co., has installed a 40-h.p. Direct-Connected Bauer Hammer Mill.

London, O.—The elevator of Farrar & Watts is being improved by the installation of a dump and elevator. A storage building, 24x50 ft., is being erected.

Grafton, O.—Papers have been filed chartering the United Mills, Inc., to operate a feed mill and deal in all kinds of grain, seeds and farm products.

West Alexandria, O.—The Piqua Mlg. Co. of Piqua has bot the elevator of the West Alexandria Co-op. Co. John Shumaker will continue as manager.

Greenville, O.—J. C. Cole & Son have installed a 75-h.p. Direct Connected Miracle Ace Hammer Mill and a large molasses mixing outfit. The Sidney Grain Machinery Co. had the contract.

Trowbridge, O.—The Emery Thierwechter Co. of Oak Harbor, O., sold its elevator to the Ottawa County Co-op. Elvtr. Co. The purchasing company also operates at Rocky Ridge, Graytown and Curtice, O.—Edgar Thierwechter.

Swanton, O.—The Swanton Mlg. & Elvtr. Co. is planning to erect a new storage plant at cost of \$15,000. Two plants, each containing four concrete stave bins 14x40 ft., will be built, one for the storage of coal and the other for buckwheat.

Sidney, O.—E. T. Cusenbolder and L. E. Vesper of Pemberton bought the south elevator, the old Miami Valley Grain Co.'s house, and will operate same. Harry Cusenbolder and Lape Vesper will be in charge, as of July 1. Harry discontinues his connection with the S. W. Flower Co. of Toledo, O., on June 30. The elevator will be remodeled and modern feed mill equipment installed to enable prompt and efficient service.

## OKLAHOMA

Duncan, Okla.—The Powell Grain Co. is building a \$15,000 elevator.

Cherokee, Okla.—The Red Star Mlg. Co. had a windstorm loss on June 8.

Perry, Okla.—The plant of the Perry Mill & Elvtr. Co. has been repaired.

Byron, Okla.—J. H. DeGrange's elevator was damaged by windstorm on June 8.

Gibbon, Okla.—The plant of the Red Star Mlg. Co. was damaged by windstorm on June 8.

Lawton, Okla.—The Farmers Co-op. Exchange Co. has installed a J-B Feed Mill.

Foss, Okla.—The plant of A. Gerlach was damaged by windstorm on June 8.

Gibbon, Okla.—The Gibbon Elvtr. Co.'s plant was damaged by windstorm June 8.

Vinita, Okla.—The eastern Oklahoma dealers met here Saturday evening, June 23.

Jefferson, Okla.—The Hacker Flour Mills were damaged by the windstorm of June 8.

Braman, Okla.—The Midland Flour Mlg. Co.'s plant was damaged by windstorm June 8.

Byron, Okla.—The Alfalfa Elvtr. Co.'s plant was damaged by the windstorm of June 8.

Burlington, Okla.—The Burlington Grain Co. suffered a loss from windstorm on June 8.

Clyde, Okla.—The Larabee Flour Mills Co. sustained a loss from windstorm on June 8.

Cherokee, Okla.—The Kansas Flour Mills Co. sustained a loss from windstorm on June 8.

Blue Jacket, Okla.—The plant of E. R. Russell, Jr., was damaged by windstorm June 8.

Medford, Okla.—The Red Star Mlg. Co.'s plant was damaged by the windstorm of June 8.

Retta, Okla.—The Midland Flour Mlg. Co.'s plant was damaged by windstorm on June 8.

Manchester, Okla.—The Midland Flour Mlg. Co.'s plant was damaged by windstorm June 8.

Renfrow, Okla.—The plant of the Hacker Flour Mills suffered a loss from windstorm on June 8.

Pryor, Okla.—The Pryor Lumber & Grain Co.'s plant was damaged by windstorm on June 8.

Blackwell, Okla.—The Midland Flour Mlg. Co.'s plant was damaged by the windstorm of June 8.

Blair, Okla.—The plant of the John Henry Grain Co. was severely damaged by windstorm June 16.

Oklahoma City, Okla.—The Oklahoma Terminal Elvtr. Co. is installing a cupola grain cleaner.

Okeene, Okla.—A grain cleaner has been installed by the Farmers Union Co-op. Exchange.

Sturgis, Okla.—The Farmers Elvtr. Co. sustained a loss to its plant by windstorm on June 8.

Hobart, Okla.—Rebuilding and enlarging of the elevator of the Farmers Co-op. Ass'n is now under way.

G. C. Grogan is the new Oklahoma traveling representative of the Vanderslice-Lynds Co. of Kansas City.

Hitchcock, Okla.—We are installing a 10-ton Fairbanks Truck Scale.—R. H. Dickinson, Farmers Grain Co.

Nardin, Okla.—The plant of the Commander-Larabee Corporation was damaged by windstorm June 8.

Hitchcock, Okla.—A Fairbanks 10-ton Truck Scale is being installed at our elevator.—I. E. Larrabee, Hitchcock Grain Co.

Wakita, Okla.—The plants of the Ponca City Mlg. Co. and the Red Star Mlg. Co. were damaged by the windstorm of June 8.

Minco, Okla.—The El Reno Mill & Elvtr. Co. has bot the Laughlin Grain Co. and will move the buildings to its El Reno plant.

Okeene, Okla.—We are installing a grain cleaner on the elevator head.—S. H. Hendrickson, Farmers Union Co-op. Exchange.

Numa, Okla.—The plants of both the Larabee Flour Mills Co. and the Deer Creek Elvtr. Co. were damaged by windstorm on June 8.

Fargo, Okla.—M. A. Barbour of Tangier has leased the elevator of C. E. Sharp. He will operate elevators both at Fargo and Tangier.

May, Okla.—We have bot the business of L. O. & H. L. Street and operate under the name of L. A. Dungan Grain Co.—L. A. Dungan.

Dacoma, Okla.—We have installed a new Fairbanks-Morse 15-h.p. Enclosed Self-Ventilating Motor.—G. Heady, Farmers Elvtr. & Mlg. Co.

Eddy, Okla.—The plants of the Midland Flour Mlg. Co. and the Wheat Growers Co-op. Elvtr. Co. were both damaged by the windstorm of June 8.

Hollis, Okla.—T. A. Smith, grain and cotton buyer, has announced that he will be a candidate for sheriff in the August Democratic primary.

Salt Springs, Okla.—Mr. Williams, former ass't manager of the Farmers Co-op. Grain Co. of Selman, is now manager of the Farmers Elvtr. Co.

Waukomis, Okla.—I. L. Stephenson, formerly manager of the elevator of W. B. Johnston at Bison, is now manager of the Waukomis Mill & Supply Co.

Enid, Okla.—J. N. McLaughlin has been appointed manager of the grain department of the Enid Mlg. Co. to succeed A. R. Hacker, resigned.

Hennessey, Okla.—Buford Burge has succeeded Geo. Danner as manager of the Oklahoma Elvtr., recently bot by the Bob White Flour Mills.

Pryor, Okla.—The feed mill addition to the Pryor Lumber & Grain Co. is nearing completion and feed grinding machinery will be installed at once.

Carmen, Okla.—A 2-h.p. Fairbanks-Morse Electric Motor has been installed by the Farmers Union Co-op. Exchange to operate the air dump.—Oscar Reeg, mgr.

Enid, Okla.—The construction of the plant of the Pillsbury Mlg. Co. is progressing rapidly, the Jones-Hettelsater Construction Co. working day and night crews.

Chickasha, Okla.—F. R. Linton is no longer connected with Goldsmith Grain Co., which company succeeded Linton Grain Co.—Ned H. Goldsmith, mgr., Goldsmith Grain Co.

Watonga, Okla.—A 28x28 ft. iron-clad addition has been built on the north end of our warehouse. A grain cleaner was installed on the elevator head a few weeks ago.—Wheeler Bros.

Enid, Okla.—The Transit Grain & Commission Co. of Fort Worth has opened an office in Enid with Young Devitt in charge. Mr. Devitt was formerly with the Federal Commission Co. at Fort Worth.

Enid, Okla.—The American Railway Ass'n has appointed the following terminal grain com'te for Enid: Cecil Munn of Enid Terminal Elvtr. Co., pres.; E. H. Humphrey of Humphrey Grain Co., vice-pres.; D. L. Lock of Enid Traffic Buro, sec'y; Roy Hacker; and W. P. Johnston of Johnston Grain Co.—P.

## GRAIN DRIERS

for

**COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.**

## ROTARY DRIERS

for

**MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.**

*We would be pleased to correspond with you.*

**WILLEY-ELLIS CO.**

**1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.**



Kildare, Okla.—The Oklahoma Wheat Growers Ass'n has leased the local elevator from the John Dean estate. Avis Atkinson will manage the business.—P.

The following are new members of the Oklahoma Grain Dealers Ass'n: Byron Grain Co., Byron; Elmer Estell, Goltry, succeeding the Enid Mill at that point; J. M. DeGrange, Amorita; Farmers Co-op. Grain & Cotton Co., Frederick; Great Plains Mill & Elvtr. Co., Enid; Farmers Co-op. Ass'n, Duke; R. F. Wells Grain Co., Beaver; Wheat Growers Elvtr. Co., Woodward; Fred V. Cole, Marland; Roetker Grain Co., Selman.—Sec'y C. F. Prouty.

## OREGON

Heppner, Ore.—Phil Cohn, pioneer grain dealer, died recently. He was buried at Portland.

Portland, Ore.—The branch office of E. A. Pierce & Co. has opened its new wire service in the Merchants Exchange. All grain markets of the world will be received.

Portland, Ore.—The Sperry Flour Co., owner of the old Portland Flouring Mills and dock, recently announced the transfer of the property to the Union Pacific Railway, which in turn has leased it to Kerr, Gifford & Co.

## PENNSYLVANIA

Pittsburgh, Pa.—James McCune, pres. of the Grain Exchange, died June 9 at McKeesport at the age of 79. He had been engaged in the grain and feed business for nearly 50 years.

## SOUTH DAKOTA

Tolstoy, S. D.—The Pacific Grain Co. has installed a dump.

Kadoka, S. D.—The Kadoka Equity Union Exchange has let a contract for a 30,000-bu. elevator.

Orient, S. D.—G. F. Hampel of Raymond has succeeded Olaf Opsata as manager of the Atlas Elvtr. Co.

Hitchcock, S. D.—Jacob Haigh of Aberdeen has succeeded Ralph Wagner as manager of the Atlas Elvtr. Co.

Ethan, S. D.—The elevator of the Farmers Elvtr. Co. was slightly damaged by fire caused by lightning on June 12.

Ordway, S. D.—The Atlas Elvtr. Co. has installed a new engine and made several changes in its elevator, the T. E. Ibberson Co. doing the work.

Yale, S. D.—Theo. P. Kuehl is now manager of the Farmers Elvtr. Co., succeeding his father, the late Wm. A. Kuehl, who was manager of the company for six years.

Huron, S. D.—The Huron Mills, Inc., has been formed by several local business men to operate a mill in the plant of the old Huron Mfg. Co. The new corporation will manufacture feed, job flour and buy grain.

Aberdeen, S. D.—The Eagle Roller Mill Co. will build a large coal shed which will be equipped so as to back the trucks into the bins. The building will be iron clad. Work will be started at once by the T. E. Ibberson Co.

Goodwin, S. D.—Geo. P. Sexauer & Son recently bot the two elevators of the Farmers Elvtr. Co. Extensive improvements are being made to both plants, including new foundations, Fairbanks Dump Scale, Strong-Scott Dumps and new motor power. The T. E. Ibberson Co. is doing the work.

Onida, S. D.—Work is under way on the 30,000-bu. elevator of the Sully County Co-op. Ass'n. It will have 13 bins and there will be two legs installed. A 2,000-bu. per hour Richardson Automatic Scale will be used for shipping purposes. A 16-ft. ten-ton scale for receiving grain, fitted to a Strong-Scott Dump, a 4-unit cleaner and a 10-ton flax cleaner will be installed on the work floor. The entire plant will be covered with galvanized iron. The T. E. Ibberson Co. has the contract.

## SOUTHEAST

Petersburg, W. Va.—The plant of the Atlantic Flour Mills was damaged by fire recently.

Mobile, Ala.—We are indebted to the Chamber of Commerce for a copy of the annual report of the Board of Directors for the period from

May 1, 1927, to Mar. 31, 1928, and also the report of the pres. of the Junior Chamber of Commerce for the period of Apr. 1, 1927, to Mar. 31, 1928. The report includes organization affairs, summary of general city progress, major projects, general program activities, and traffic affairs.

## TENNESSEE

Obion, Tenn.—Bob Fox has bot the interest of his partners, John Fox, Ralph Fox, Bond Fox and Mrs. Sallie Dean, in the Obion Mill & Elvtr. Co., and has sold the ice plant.

Memphis, Tenn.—At a meeting of the Chambers of Commerce of the Twin Cities in Minneapolis on June 20, it was suggested that an elevator and marine leg were greatly needed at Memphis. The meeting was attended by barge line officials, but no action was taken. At the Chicago office of the Inland Waterways Corporation it was reported that not even a site had been offered for such an elevator.

## TEXAS

Littlefield, Tex.—P. W. Walker has installed a J-B Feed Mill.

Sherman, Tex.—The Diamond Mill & Elvtr. Co.'s plant was damaged by windstorm June 3.

Lindsay, Tex.—The plant of the Whaley Mill & Elvtr. Co. was damaged by windstorm June 12.

Van Alstyne, Tex.—The Van Alstyne Mfg. Co. has bot the plant of the Van Alstyne Roller Mills.

Silverton, Tex.—W. T. Graham has let a contract to the A. F. Roberts Co. for a 25,000-bu. elevator.

Chillicothe, Tex.—The Kell Mill & Elvtr. Co. sustained a loss to its plant by windstorm on June 7.

Adrian, Tex.—J. P. Collier is building a 25,000-bu. elevator which will be completed in time to handle part of this year's crop.

Silverton, Tex.—We have decided not to build an elevator this season on account of poor crop prospects.—U. S. Strader Grain Co.

Galveston, Tex.—F. W. Parker, general soliciting agent of the Galveston Wharf Co., has been appointed general manager of the company.

Vernon, Tex.—I will remain as manager of the Kell Mill & Elvtr. Co. However, I expect to spend part of my time in Arkansas City.—Joe A. Kell.

Dallas, Tex.—A. D. Brubaker, formerly with the Southern Illinois Mfg. & Elvtr. Co. of Murphysboro, Ill., is now connected with the Morten Mfg. Co.

Gruver, Tex.—The elevator which we are building will be equipped with Richardson 2,000 bu. per hour Loading Out Scales.—Borger-Morrow Grain Co.

Quitague, Tex.—Thos. G. Wise is building an 8,000-bu. wooden elevator. A. F. Roberts has the contract. It will be operated under the name of T. G. Wise.

Dallas, Tex.—The 250,000-bu. addition to the elevator of J. Berry Burrus has been completed and the plant now has a total capacity of 750,000 bus. It is operated by the J. C. Crouch Grain Co.

Panhandle, Tex.—Dorsey & Johnston are building a 20,000-bu. elevator which will be completed in time to handle the present crop. George Knittle is local manager for the company.

Booker, Tex.—Our firm has just finished installing a cleaner and air blast loader which we believe will help in handling the combined wheat.—Percy J. Gheen, mgr., Booker Equity Union Exchange.

Fort Worth, Tex.—The Texas Wheat Growers Ass'n, which has maintained a branch office here for two years, is closing it and will consolidate it with the home office in Amarillo. W. D. Matthews will continue with the ass'n as sales manager.

## UTAH

Spanish Fork, Utah.—The Gem Mfg. Co. has awarded a contract for a two-story warehouse and additional grain storage tanks of 25,000 bus. capacity.

## WASHINGTON

Seattle, Wash.—M. A. Bristol has disposed of his interest in the Rathke Grain Co. and has gone into business for himself.

Colfax, Wash.—R. V. McEwen has succeeded Irwin Jones as manager of the local office of Kerr Gifford & Co., Inc. He was formerly ass't manager.

Supple Station (Withrow p. o.), Wash.—The Seattle Grain Co. will build a 50,000-bu. elevator which will be equipped with the latest labor saving devices.

Harrington, Wash.—G. G. Schoonover of Odessa has bot an interest in the business of E. L. Perkins. The firm will operate under the name of the Perkins-Schoonover Grain Co., Inc.

Govan, Wash.—We are building an 85,000-bu. cribbed elevator which is about half completed. Work is being rushed in order to have the plant ready for this season.—Almira Farmers Warehouse Co.

Walla Walla, Wash.—Ernest T. Freepons, Inc., has opened a brokerage office in connection with its hay and grain business. The company has contracted for a daily complete telegraphic grain service and is now in a position to give quotations from Seattle, Chicago, Winnipeg and Liverpool.

## WISCONSIN

Arcadia, Wis.—Fugina Bros. Fertig Co. is closing out its business here.

Abbotsford, Wis.—E. J. Crane of Owen will build an all wood elevator and warehouse, 36x120 ft.

Neenah, Wis.—The old elevator and grist mill of the Wisconsin Power & Light Co. burned recently.

Eau Claire, Wis.—The Red Front Flour & Feed Co. has remodeled its plant and added new equipment.

Milwaukee, Wis.—Roy S. Dahl has been elected to membership in the Chamber of Commerce. The membership of Yale E. Henry has been transferred.

Delton, Wis.—Because of their increasing feed business, Timme Bros. have replaced their 750-lb. batch mixer with a two-ton Eureka Horizontal Batch Mixer.

Milwaukee, Wis.—The board of directors of the Chamber of Commerce voted recently to re-affiliate with the Chamber of Commerce of the United States. The local chamber was a member of the national body from its organization up to two years ago, when it withdrew. Application is now being made to resume membership.

Superior, Wis.—Work on the new 3,000,000-bu. annex to Great Northern Elvtr. S is progressing rapidly and it will be ready to receive grain Aug. 31. This annex will swell the storage room of Elvtr. S to approximately 9,000,000 bus. Each of the 239 new cylindrical and interstice bins will accommodate 12,500 bus. of wheat. The Barnett & Record Co. is doing the work.

## WYOMING

Buffalo, Wyo.—The Sheridan Flouring Mills installed a Winter Dump in its elevator.

Boston, Mass.—The carriers announced some time ago that they will give members of the Grain Dealers National Ass'n attending the national convention in Boston Sept. 24-26 a rate of one and one-half fares for the round trip on the identification certificate plan, the delegates to go and return with the usual time limits. A new arrangement of one and three-fifths fares extends the time and gives the travelers 30 days from the time they begin their journey until they return home. The regular arrangement of one and one-half fares will stand, the second arrangement being merely supplementary.

## Panhandle Laboratories

Official for Amarillo Grain Exchange

Box 2406 118 Central Bldg. Amarillo, Texas



## Grain Carriers

**Surplus box cars** on May 31 totaled 143,264, an increase of 5,632 within approximately a week.

**Chicago, Ill.**—Wm. Hodgdon, assistant to the general traffic manager of the Pennsylvania Railroad, and well known among the grain shippers, died recently.

**Glenwood Springs, Colo.**—The 15th regular meeting of the Western Shippers' Advisory Board of the American Railway Ass'n will be held here June 27.

**Buffalo, N. Y.**—The steamer Dundas brot the lighted grain of the Steamer Lampden which went aground last December in Lake Superior here for inspection and grading.

**Effective June 19**, the Wabash Railroad absorbed switching charges on grain and grain products moving via that road to Mississippi River points on stations in Iowa and Missouri taking those or higher rates.

**New Westminster, B. C.**—The first parcel of Manchurian corn to be delivered in British Columbia for years, landed recently at the Brackman Ker Grain Co.'s dock. It consisted of 1,000 tons. The same vessel will load up a full cargo of grain for the Orient.

**An extension** of the Moose Jaw branch will be built by the Canadian Pacific from a point east of Val Marie, Sask., 37 miles, to Mile 146; an extension of 24 miles from Pennant, Sask.; an extension of 20 miles from Coronach, Sask. The contracts have been let.

**St. Louis, Mo.**—The U. S. Circuit Court on June 21 set aside the order of the Interstate Commerce Commission requiring the Eastern railroads to pay transfer charges on west bound traffic from East St. Louis, Ill., to St. Louis, Mo.

**Patrick J. O'Farrell** has been given a recess appointment as a member of the Interstate Commerce Commission by Pres. Coolidge. The Senate failed to confirm the appointment before adjourning. O'Farrell succeeds to the vacancy of John J. Esch, whose renomination the Senate rejected.

**Fort Worth, Tex.**—The Interstate Commerce hearing on rates on cottonseed and cottonseed products has ended. Scores of shippers appeared before the commission to discuss proposed revisions in the present rate schedules. The carriers are asking for an increase in freight rates on these products.

**Effective June 24**, the Missouri-Pacific made a proportional rate of 20.5 cents on wheat and 19 cents on corn from Missouri River crossings, Omaha to Kansas City inclusive, to Evansville, Ind., proper. The rates will apply only when routed Missouri-Pacific, East St. Louis and Louisville and Nashville.

**Grain and grain products loadings** for the week ended on June 2 totaled 33,914 cars, a decrease of 2,501 cars under the same week last year and 2,922 cars below the same week in 1926. In the Western districts alone, loadings of grain and grain products totaled 22,100 cars, a decrease of 798 cars below the same week in 1927.

**Pensacola, Fla.**—The southern extension of the St. Louis-San Francisco railway to this port was completed this month, and celebrated June 28. The addition, which promises to divert much freight to Pensacola for handling, cost \$7,000,000. The completed line has been under construction for 18 months, and gives Pensacola a trunk line connection with the Memphis, Kansas City and St. Louis gateways and gives the Frisco a tidewater outlet.

The average freight train of today moves at a higher speed than ever before. It now moves 12.8 miles an hour, while eight years ago it moved only 10.1 miles. During the same period the number of freight cars in the average train has increased from about 35 to about 47. The number of empty cars has increased more than the number of loaded cars. This apparently has been due to the co-operative efforts of the railways and the shippers to so distribute cars that they will always be where needed. This makes it necessary to move relatively more cars empty than was done in the days of car shortages.

**Kansas City, Mo.**—W. R. Scott, transportation commissioner of the Board of Trade, has filed a petition with the Interstate Commerce Commission protesting the recent decision of the commission ruling that grain originating south of the main line of the Santa Fe thru Kansas could not be shipped thru Kansas City for export without paying charges for an out of line haul. Commenting on the reshipment to gulf ports, Mr. Scott said: "The grain and milling industry of southern Kansas was built up under a system of rate parity with the Missouri river. The greater part of the Kansas wheat finds its way as wheat or flour into the territory east of the Mississippi river, and into that territory there never has been anything but a parity of charges as between interior Kansas communities and Kansas City."

### Effect of Stage of Maturity on Composition and Quality of Marquis Wheat.

BY C. E. MANGELS AND T. E. STOA, BEFORE ASS'N OF CEREAL CHEMISTS.

Marquis wheat was harvested at different stages of maturity over a period of four years. The stages of maturity at which Marquis was harvested are described as, (1) dough, (2) hard dough, (3) glazed, (4) normal ripe, (5) dead ripe, and (6) extra late. The conclusions from this study are as follows:

1. Marquis wheat harvested in the dough and hard dough stages averages lower in yield and test weight per bushel than when cut at more mature stage.

2. Protein content of wheat shows no consistent variation at different stages of maturity for different seasons. Variation in prevailing climatic conditions during maturing period is probably responsible for lack of consistency in protein content variation for different stages of maturity.

3. The protein content of patent flour from 1927 crop samples varies same as protein in wheat. Ash decreases as wheat matures, but sugar content remains constant from dough to extra late stage.

4. Baking tests with straight grade flours from wheat harvested at different stages of maturity show slightly better quality for the mature wheats. Baking tests with patent flours from wheat of the 1927 crop harvested at different stages of maturity show no significant difference in loaf volume or color, but the dough and hard dough stages were lower in texture.

5. Nitrogen distribution in flour from wheat harvested at different stages of maturity shows some variation, but less than would be expected. Glutenin remains practically constant, but tends to decrease in dead ripe and extra late stages. Nitrogen soluble in 70% alcohol, shows consistent increase with maturity, while nitrogen soluble in 5% K<sub>2</sub>SO<sub>4</sub> shows consistent decrease. Nitrogen not precipitated by tungstic acid and amino nitrogen are highest in dough stage, but are at practically a constant level after glazed stage.

6. Diastatic activity shows a tendency to decrease as wheat matures.

### I. C. C. Activities.

**Baltimore, Md.**—The I. C. C. has indefinitely postponed the date for the oral hearing on the report of the Examiner who recommended a higher differential on import and export freight for Baltimore, as compared with New York. The date originally set for the hearing was June 7.

**In 20480 C. D. Williams** was awarded reparation on the rate charged by the C. & N. W. et al. on a carload of oats from Mission Hill, S. D., stored in transit at Sioux City, Ia., and reforwarded to Lubbock, Tex. Examiner Mattson found unreasonable the rate to the extent it exceeded 60c.

**In 21022 John W. Eshelman & Sons, Lancaster, Pa., v. the Canadian National et al.**, ask rates, rules, practices and charges for the future and reparation on grain and grain products from Fort William, Ont., and other points in Canada, manufactured into mixed livestock and poultry feeds at Lancaster and York, Pa., and thence shipped to Norfolk, Va., and other points.

## HESS PNEUMATIC GRAIN DRIERS

Used everywhere—  
**NONE BETTER**

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING & VENTILATING CO.**

1207 So. Western Ave.

CHICAGO

Hess Drier Company of Canada, Ltd.

Theodore Kipp, Mgr.

68 Higgins Ave.

Winnipeg, Manitoba



# Protein Analysis of Wheat Still an Experiment

Address by T. B. Armstrong, Assistant Chief Kansas State Grain Inspection Department Before Kansas Grain Dealers Ass'n

The Kansas State Grain Inspection Department was the first in the country to establish official protein laboratories, and altho we have made protein tests on more than 400,000 carlots of wheat, we believe that the protein analysis, from a commercial standpoint, is still an experiment. We do not think that either the grain trade or our Department are yet in a position to pass final judgment as to whether the system of marketing wheat on protein content is a success or a failure. The establishment of the protein test made a radical change in methods of marketing wheat; probably the most radical in the history of the grain business.

Each year's wheat crop is a problem in itself and it will take a number of years, possibly a decade, before the grain trade will be in a position to pass a final judgment as to the value of the protein analysis. Therefore, at the present time we might class the protein test as "a five years' experiment in new methods of grain merchandising."

The demand for protein analysis came primarily from the mills. For a number of years prior to establishing official laboratories the larger mills had been operating their own cereal laboratories and they insisted that their laboratory tests established the fact that the system of buying hard wheat on grade and color did not reflect the true milling value of the grain. They stated that milling tests had proven that much of the dark wheat on which they had paid a premium showed lower milling results than hard wheat with a higher protein content. For two years prior to the installation of our laboratories many mill buyers insisted on a protein test on premium wheat. These tests were made at mill laboratories or at the few general commercial laboratories then operating, but there was such a lack of uniformity that the trade was dissatisfied and decided that if they were obliged to sell on protein test, that they would demand an official analysis.

In response to this demand, our Department established, in the fall of 1922, official protein laboratories at Kansas City, Wichita and Hutchinson. These laboratories have been improved and rebuilt until at the present time we have three of the finest, best equipped protein laboratories in the country. When we decided to install these laboratories we fully realized that we were adding to our other duties a very difficult technical service that would require careful and constant supervision and accurate methods. In making this analysis an exact gram of wheat is used. A gram of wheat is approximately fifty kernels, and a 1,400-bushel carlot contains about one and one-half billion kernels. It is essential, then, if an accurate protein test is to be secured, that each car must be loaded with an absolutely uniform quality of wheat and that laboratory methods must be standardized to a point where each step in the methods of analysis shall be identical in all protein laboratories.

I think that every practical grain man will admit that there are many unevenly loaded cars. Country grain dealers receive various grades of wheat from the farmers and it is often impractical to keep the different grades separate. Many carloads are loaded direct from the dump without being thoroughly mixed.

The second problem is keeping the methods of analysis by different cereal laboratories standardized to a point where they can arrive at the same result on a uniform sample. When mill buyers purchase wheat at the terminal markets on official protein they usually have the sample re-analyzed by their own mill laboratory. If the results shown are lower than the official protein, they immediately call an official recheck or appeal. This causes further complications in an already complicated system, especially during a high premium, low protein year like this.

One of the faults of the system seems to be that while cereal chemists insist that a variation of twenty-five points or less between laboratories is a good check, that buyers this year are basing premiums on a ten-point difference.

Test checks were made by the Kansas members of the American Ass'n of Cereal Chemists over a period of forty months, or nearly three and a half years. Each month a portion of a ground sample of wheat or flour in a sealed container was mailed to the various laboratories, analyzed, and the results tabulated. Please keep in mind that these samples were not commercial samples drawn from a car that might have been unevenly loaded, but in each case all laboratories received identical samples thoroughly ground and mixed. Each laboratory did not participate every month, but during the forty months' period covered by the test an average of twenty-seven laboratories reported each

month, with the total number of tests made, 1,087.

And yet these results are surprising. On several months the variation between the high and low analysis was from 81 to 94 points, or nearly a full per cent of protein, and the average variation for the entire forty months was 54 points, or more than one-half of one per cent of protein, worth at the present market about six cents per bushel.

All of them are using the standardized methods of analysis. If, with a uniform sample, they cannot arrive at closer results, then these checks show there must be something wrong with their methods. We are proud to state that our three laboratories showed a high degree of accuracy in these tests.

**Impractical to Reflect Premiums.**—During the past five years the wheat crops of the southwest have shown a considerable variation in the average crop protein. The crops of 1923 and 1924 showed approximately the same average protein of about 12.45 and premiums were relatively high. In 1923 the average spread of premiums paid for protein on No. 2 hard wheat of from 11% to 14% was sixteen cents per bushel, or about five cents difference for each per cent of protein. In 1924 the average spread was 14% cents per bu., or about the same as the preceding year. The figures, of course, vary considerably from month to month, but those given are the average of each twelve months' period. These first two years were fairly satisfactory to the trade, as buyers at that time did not draw the lines so closely, and a variation of twenty points in analysis was considered a fairly good check. Country dealers at high protein shipping points found that they had quite an advantage over their competitors whose wheat showed a lower analysis, and the protein system seemed to be working out fine.

In 1925 we had a high protein crop with the yearly protein average showing 13%. Premiums dropped to only a few cents difference between low protein and high with the average yearly spread between 11% and 14% wheat of only six cents per bu.

The 1926 crop was unusually good, both in quality and protein. Our laboratories that year made nearly 100,000 protein tests with an average analysis of 13.02%. Premiums for protein dropped to almost nothing and the difference between the high and low protein on the entire crop was only 3½ cents. Country dealers bought and sold wheat on a quality basis and for a time we had very few protein troubles.

And then came the low grade, low protein, unevenly loaded crop of 1927 and everybody in the grain trade of the southwest began to realize that the protein analysis was a very difficult question. I am told that this year has been very unsatisfactory from the standpoint of the country grain dealer. A wet harvest, a poor quality, high moisture crop and the sudden increase in protein premiums have all worked to the disadvantage of the small elevator operator. Early in the crop movement it became evident that the protein average was low. Premiums increased by leaps and bounds. The protein average for the crop is the lowest we have had since our laboratories were established. Our records show that from July 1st to May 1st this average was only 12.27. About 70% of the crop showed a protein of less than 11.80%.

The percentage of milling wheat is the lowest that it has been for years. In 1926 we had one of the highest quality crops that has ever been produced in the southwest. The Kansas City market receipts showed that 94% of the wheat marketed that year graded three or better. This year out of 52,000 carlots arriving at Kansas City from July 1st to April 1st nearly 15,000 carlots, or more than 28%, graded four or lower. The mill buyers would not use this low grade wheat. The demand for milling wheat with a protein test of 12% or better increased premiums to the highest point in history. The average spread between 11% wheat and 14% wheat for the entire season has been 24½¢. At the peak, during the last of April it was about 36¢. A car of high protein wheat sold last month on the Kansas City market at 48¢ premium over the May option.

**Country Dealer Cannot Buy on High Premiums.**—From my own experience as a country elevator operator, I do not see how it is possible for a country dealer to buy wheat intelligently when premiums are as high as they have been this year. Chemists tell us that 20% variation is a good check. Mill chemists tell their buyers the same thing, and yet protein premiums have been approximately 12¢ for each per cent, with a different price for each 1/10% variation. These same buyers paid 3¢ a bushel more for 12% wheat than they did for 11.85% wheat. Buyers

are calling rechecks and asking discounts on wheat that shows an analysis of ten points less, and sellers are asking for additional premiums if recheck shows ten points more than the original analysis.

Practically every cereal chemist we have talked with has insisted that the line was drawn too fine and that present premiums were not on a practical basis. Several of the largest mill buyers have stated that they were aware that they were attempting to check protein too closely, but they saw no way out of it because competition had forced premiums so high that they must insist that the analysis should not show even a fraction of a point below the contracted protein. We have talked with many members of the grain trade and a number of experienced cereal chemists relative to the protein premiums of this year. The most practical suggestion we have received was that a reasonable tolerance should be allowed from the contract protein and that premium differences should be based on wider variations. It has been suggested that the tolerance should be not less than twenty points.

**Tolerance for Protein Variation.**—As an illustration: If wheat is purchased on an analysis of say 12% and on recheck or on a different sample drawn at another market it only shows 11.80, the buyer should not demand a discount. If it shows 12.20, the seller should not ask for a premium. In our opinion, premium differences should be based on not less than 25 points variation. Many chemists insist that the variation should be 50 points or ½% of protein. A wider variation in the tolerance allowed would undoubtedly eliminate some of the hair-splitting differences we have had during the past few months and partially solve this problem.

I don't think there is a shipping point in the state where there is medium or high protein wheat that the protein is uniform enough so that the country buyer can know within ten cents a bushel what his wheat will sell for at the terminal market. Summed up, then, we find that there are three problems to be solved in the protein situation:

- 1st. Securing a uniform sample from the car.
- 2nd. A standardization of laboratory methods.
- 3rd. A more reasonable application of protein premiums.

The first problem concerns both our Department and the shipper. We must both put forth our best efforts to see that every car is uniformly loaded and properly sampled. We assure you we are doing everything possible to maintain a sampling service at the highest state of efficiency and we ask your earnest co-operation in mixing your grain thoroughly whenever it is possible to do so.

The second problem, that of standardized methods, concerns our Department alone. As I have already stated, we have three of the best equipped protein laboratories in the country and believe that we have already solved this problem as far as our own laboratories are concerned. We have established a continuous check system between our laboratories, both on samples and solutions, and the results on these sealed uniform samples have proven that our laboratory methods are identical at all three markets.

The third problem, that of protein premiums, has this year been the most difficult of the three. There is little that we can do to solve this problem. We are not concerned in the premiums paid or the price received for wheat. If there is to be a satisfactory solution, then it must be reached by the buyers and sellers of wheat.

I believe that the protein analysis is the most technical inspection service that has ever been set up between the seller and buyer of a raw material commodity. At the beginning I stated that I considered the protein system still an experiment. I do, but at the same time I am of the opinion that the protein analysis, technical though it is, more nearly reflects the milling value of wheat than the old system of buying on color and point of origin. For this reason I believe that it has come to stay. If, however, the system is to succeed, the three problems must be solved at least to an extent where the country buyer can be reasonably certain as to what his wheat will sell for at the terminal market. As we stated before, this has been a low protein year and the problem of protein premiums has been acute. If we get a high protein crop this spring, the situation will be entirely different.

Have confidence in your ability to merchandise side-lines, and don't underestimate the ability of the other fellow. Be contented but not so self satisfied that you will not look for improvements. We either advance or go backwards because there is no stopping place in progress.

**Costs of Producing Corn in different countries** will be the subject of a hearing June 28 at Washington by the U. S. Tariff Commission. As the yield, quality and demand vary widely each year, the net returns are seldom the same.



## Field Seeds

**Dallas, Tex.**—The Eureka Seeds Corporation, incorporated; capital stock, \$3,000; by A. C. Gillespie, J. C. Gillespie and W. H. Clark, Jr.

**Nogales, Ariz.**—The warehouse capacity of the Nogales Feed & Seed Co. is in the course of being increased by a 25 foot addition to their warehouse.

**Kansas City, Mo.**—The Planters Seed Co. has obtained larger quarters at 513 Walnut St., having leased a three story building at that location for five years.

**North Bend, Ore.**—The Coos County Bent Seed Co., incorporated; capital stock, \$10,000; by B. R. Chandler, Tom Stack and Ben S. Fisher; to handle bent grass seeds.

**Evansville, Ind.**—Hetzl, Estella and Frank C. Schuler have incorporated the West Side Seed & Feed Co. for \$5,000, to conduct a retail feed, seed plant and produce stores.

**Franklin, Tenn.**—Samuel M. Fleming, Jr., is planning to continue the seed and grain business that has been operated by his father, the late Samuel M. Fleming, Sr., and will take active management of the business on his graduation from Vanderbilt University.

**Kentland, Ind.**—The seed corn plant of the Ainsworth-Boone Seed Co., a large five-story frame building, burned recently. The fire was discovered about midnight. Included in the loss were 10,000 bus. of seed corn and 300 bus. of soy beans. The total loss is estimated at \$35,000, partially insured.

**Evansville, Ind.**—Seed wholesalers and retailers say this year has brought in a larger volume of business up to this time than the corresponding of last year. Retailers say their sales in some instances have shown a gain of from 50 to 100 %. July and August are, however, expected to be rather dull months in the seed line.—C.

**H. R. 12030** was signed by the President on May 29. It provides that when a catalog weighs a little more than two ounces, or four ounces, or six ounces, it may go thru the mails at a proportional rate, not a jump-rate. It also provides for the mailing of catalogs in bulk without stamps at the weight in pounds rather than with stamps or permits at the two-ounce jump rate.

**Louisville, Ky.**—A \$50,000 fire loss was suffered by the Southern Seed Co. early on the morning of June 5. An elevator containing around 15 carloads of grain, and an iron-clad warehouse containing about \$15,000 worth of prepared feeds, seeds, etc., were saved. The feed manufacturing unit, in which commodity the firm specializes in addition to their seed business, was gutted. Lightning is the cause attributed to the initial blaze. E. C. Foltz, Sr., stated the loss would be covered by insurance.

## Imports and Exports of Seed.

Imports and exports of seeds for April, compared with April, 1927, and for four months ending with April, are reported by the Bureau of Foreign and Domestic Commerce as follows:

### IMPORTS

|                      | April 1928 | April 1927 | 4 mos. ending April 1928 | 4 mos. ending April 1927 |
|----------------------|------------|------------|--------------------------|--------------------------|
| Alfalfa, lbs.....    | 102,030    | 410,534    | 270,188                  | 8,076,544                |
| Red clover, lbs..... | 886,675    | 479,372    | 4,815,920                | 6,605,535                |
| Alsike, lbs.....     | 1,147,345  | 652,684    | 4,601,010                | 3,331,123                |
| Crimson, clov., lbs. | 4,320      | 1,743      | 56,542                   | 1,743                    |
| Other clover, lbs.   | 1,377,760  | 370,504    | 4,552,783                | 4,612,110                |
| Grass seeds, lbs.    | 320,104    | 352,645    | 2,273,138                | 2,675,345                |

### EXPORTS

|                      |         |           |           |           |
|----------------------|---------|-----------|-----------|-----------|
| Alfalfa, lbs.....    | 59,622  | 16,169    | 252,860   | 719,380   |
| Red clover, lbs..... | 2,940   | 34,323    | 272,521   | 577,843   |
| Other clover, lbs.   | 44,375  | 8,583     | 235,063   | 144,697   |
| Timothy, lbs.....    | 862,365 | 1,190,870 | 7,072,527 | 6,603,885 |
| Other gr. sds., lbs. | 227,139 | 181,577   | 1,514,679 | 903,418   |

**Evansville, Ind.**—The Purcell Seed Co. and the Ohio Valley Seed Co. were charged with violating the seed law in an affidavit signed by Otis S. Roberts, state chemist, filed recently.

**Kansas City, Mo.**—The J. G. Peppard Seed Co. has taken title to a tract adjoining its plant which it purchased more than a year ago. The property consists of about 9,200 square feet of ground.

## Des Moines Entertains Iowa Seedsmen.

Des Moines seedsmen were the cordial hosts of the June first meeting of the Iowa Seed Dealers Ass'n. Nearly fifty members and guests enjoyed the hospitality extended.

The business session was held in the morning, which concluded with the election of the following officers:

President, C. G. Ouren, Council Bluffs; Vice-President, A. M. Eldridge, Shenandoah; Sec'y, Henry J. Kling, Cedar Rapids; and Treasurer, J. T. Hoffer, Nora Springs, Ia.

Luncheon as guests of the Des Moines Seedsmen was supplemented with entertainment.

THE AFTERNOON SESSION was devoted to a talk by Mr. Redfern of the State Department of Agriculture, on the administration of the Iowa Seed Law, illustrated with data on the results of testing many seed samples. Iowa seedsmen were praised on the quality of the seed they handled.

The winter hardiness of legumes, particularly clover, and diseases affecting clovers, was discussed by Prof. Wilkins of the Farm Crops Department of the Iowa State College at Ames.

An exhibition ball game between the Chicago White Sox and the Des Moines team was responsible for breaking up the meeting about three in the afternoon, this feature also being furnished thru the courtesy of the Des Moines seedsmen.

## New Seed Trade Marks.

**The Kellogg Seed Co., Milwaukee, Wis.,** has filed trademark Ser. No. 258,947. The trademark is a facsimile of the president's signature, "KELLOGG'S," and is to be used for seeds.

**The T. H. Cochrane Co., Portage, Wis.,** has filed trademark Ser. No. 256,432, the words "GOLDEN RULE," particularly descriptive of oats, corn, barley, wheat, rye, clover, timothy, vetch, rape, millet, and grass seeds.

## Safflower Found to Be Good Oilseed Crop for Northwest.

Three years of testing the possibilities of growing safflower in the small grain belt of the Northwest indicates that this oilseed crop may well be introduced into our agriculture to furnish an additional source of drying oils, says Frank Rabak of the U. S. Dept. of Agriculture.

Safflower has been cultivated in India and Egypt for many years as an oilseed crop. The oil possesses drying properties and the oil cake is a valuable stock feed.

Safflower is especially suited to sandy-loam or clay-loam soil, requires about the same quantity of moisture as flax, and apparently is more resistant to frost. It is now being cultivated in experimental plot of 2 to 10 acres in various sections of Minnesota, North Dakota, South Dakota, and Montana, where it has been found well adapted. It is harvested and handled with the same machinery as other farm crops, and its culture requires no changes in farm practice.

With a normal season and average rainfall a good average stand of safflower will yield from 25 to 30 bushels of seed to the acre. Under irrigation, where moisture supply can be controlled, yields of 50 to 60 bushels per acre are indicated. A good quality of seed weighs about 45 pounds per bushel and yields from 25 to 27 per cent of oil.

## Books Received

**KANSAS STATISTICS**, published quarterly by J. C. Mohler, sec'y State Board of Agriculture, contains tables showing the state's population by counties and cities, acres, yields and values of agricultural products, and numbers and value of livestock for the year 1927 together with other tables showing yields and values of numerous productions for 20 years. Kansas State Board of Agriculture, Topeka, Kan.

**BALL-BEARING** engineering data sheets giving sizes, dimensions and load ratings of the "Norma" and "Hoffmann" ball, roller and thrust bearings have been collected into Catalog 917 of 44 pages containing descriptions of the bearings, instructions for mounting precision ball bearings and roller bearings. The data are very voluminous, covering every size and will be of great assistance to engineers, supplementing Catalogs 905 and 904, which also will be sent on request from readers of the Grain Dealers Journal, to the Norma-Hoffmann Bearings Corporation, Stamford, Conn.

**DOMESTIC BEANS, Growing, Harvesting and Marketing of**, compiled by B. A. Stickle, manager of the bean department of Chatterton & Son, Lansing, Mich., and issued by that firm, is a well written booklet compiling both general and specific information concerning bean production, bean preparation and bean merchandising. The commercial production of beans in the United States is practically confined to eight states, Michigan and California producing two-thirds of the total. The other states are Colorado, New Mexico, Idaho, New York, Montana and Wyoming. Generally beans require relatively cool, moist climatic conditions. They can be grown on almost any productive soil that is properly handled.

**Council Bluffs, Ia.**—Land foreclosures are becoming a thing of the past, according to Clerk of Courts Charles Lacy, who declares this to be an unmistakable evidence of returning prosperity in this section. Tell it to McNary & Haugen, the proponents of perpetual regulation in the feint guise of relief.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchant.

#### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

#### MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.



## Supreme Court Decisions

**Bank Not Liable for Seller's Breach of Contract.**—A bank which has discounted in due course a draft made by a seller of goods with B/L attached is not liable for breach of contract on the part of the seller respecting the quality of the goods purchased.—*Bank of Italy v. Colla*. Supreme Court of Ohio. 161 N. E. 330.

**Place of Performance Changed by S/O B/L.**—Shipper's order B/L and attached sight draft held written offer by sellers, accepted by buyer, modifying original verbal agreement so as to make point to which cottonseed was shipped the place of delivery thereof and prevent title from passing to buyer until payment of draft.—*Marcus v. Armer*. Supreme Court of Texas, 5 S. W. (2d) 960.

**Taxation.**—Profits tax liability of grain company for fiscal year ending June 30, 1918, held properly computed on basis of comparison with group of representative corporations, as provided by Revenue Act 1918, §§ 328(a), 335(a); Comp St. §§ 6336<sup>7/10</sup>(a), 6336<sup>7/10</sup>(a), in view of sections 200, 201, 300, 301 (Comp. St. §§ 6336<sup>7/10</sup>, 6336<sup>7/10</sup>, 6336<sup>7/10</sup>, 6336<sup>7/10</sup>) for, while measure of tax imposed is governed in part by Revenue Act 1917, §§ 200-214 (Comp. St. §§ 6336<sup>7/10</sup>, 6336<sup>7/10</sup>), law is imposed solely under provision of 1918 law.—*T. B. Hord Grain Co. v. Blair*, Com. of Int. Rev. Court of Appeals of District of Columbia. 25 Fed. (2d) 536.

**Measure of Damages for Breach of Contract.**—The measure of damages recoverable against a vendee, for failure to receive and pay for personal property contracted for, is the difference between the contract price and the reasonable market value of the personal property at the time of the breach. A provision of a contract, which undertakes to fix a penalty as liquidated damages for the breach of a contract for failure to receive and pay for personal property as contracted for, is void, if the actual damages which may be suffered by the seller through the breach of the contract are susceptible of proof.—*Consolidated Flour Mills Co. v. Wright*. Supreme Court of Oklahoma. 267 Pac. 464.

**Holder of Draft on Correspondent Bank a Preferred Creditor.**—Where bank upon which check was drawn collected check and charged amount against drawer's account, giving holder of check draft drawn on correspondent, in which bank had sufficient funds to pay check, person presenting check had preferred claim against drawee bank for the amount of the check, where payment of the draft was refused on account of the drawee bank's insolvency, since relation of principal and agent was created between the bank and the payee of the check, and the funds of the bank were augmented by collection of the check and charging the amount against the drawer's account.—*Gentry County Drainage District v. Farmers & Mechanics Bank*. Kansas City Court of Appeals. 5 S. W. (2d) 1110.

### Signing Pooling Contract Is Dangerous.

—Provision of contract between co-operative marketing association and member providing for \$1,000 liquidated damages for breach by member held not void, as providing for penalty, where it was impracticable and extremely difficult to fix actual damages resulting from member's violating agreement. Where contract between co-operative marketing association and member provided for liquidated damages of \$1,000 in case of breach of contract by member, court cannot award sum of \$500 damages for member's breach, but must award \$1,000 damages contracted for.—*Colma Vegetable Ass'n v. Bonetti*. District Court of Appeal, California. 267 Pac. 173.

**Taxation.**—Where return was made by revenue agents of delinquent excess profits taxes due by corporation after examination of corporation's books, and Commissioner of Internal Revenue, acting on the return, assessed delinquent tax against transferees of corporate assets, delay of over six years before commencement of suit held to bar government's recovery, under Revenue Act 1926 § 278(d), 26 USCA § 1061(d), imposing six-year limitation, where assessment has been made within limitation applicable thereto, since return came within Revenue Act 1916, § 14, Comp. St. § 6336n, fixing three-year limitation for making return when taxpayer fails to do so.—*United States v. Nelson B. Updike and others*. U. S. District Court, Nebraska. 25 Fed. (2d) 746.

**Future Trades Held Valid.**—Defendant, in action on note given as settlement of balance due for commissions on purchase and sale of grain on Board of Trade, has burden of proving allegation that trades made were gambling transactions, not coming within exception of Grain Futures Act, § 4 (b), 7 USCA § 6 (b), though reply alleged that purchases and sales of grain on Board of Trade were governed by statutes of United States and by rules and regulations of interstate commerce. Intention of one dealing in purchase and sale of grain on Board of Trade not to deliver or receive any of grain involved in transaction does not of itself establish existence of a "gambling contract," either under state law or provisions of the Federal Grain Futures Act (7 USCA §§ 1-17), unless intention in that respect is disclosed to brokers.—*M. A. Hoyt, Jr., v. Beach-Wickham Grain Co.* U. S. Circuit Court of Appeals. 25 Fed. (2d) 777.

### Fixing Damages for Default.

Tarr & McComb Co., Los Angeles, Cal., plaintiff, v. Heid Bros., El Paso, Tex., defendants, before arbitration committee No. 5 of the Grain Dealers National Ass'n, composed of H. C. Armstrong, E. L. Dial and D. L. Smith.

On May 24, 1927, the defendant sold to the complainant two cars bulk No. 2 Texas red oats, for \$1.86 per cwt., delivered Los Angeles, Cal. This contract confirmed by the defendant for "quick shipment" and by complainant for two forty-ton cars for "prompt shipment," guaranteed by the defendant to be free from cottonseed and Johnson grass. Pleading and evidence show no dispute as to time of delivery or specification as to quality or guaranty.

From argument and evidence, it appears there were two cars of oats (IGN 6254 and STLSF 147446) offered for delivery, but were rejected by reason of not meeting contract quality.

A representative of the defendant called upon the complainant in an effort to make some settlement of the deficiency in delivery. While there appears to be no written agreement covering a settlement or proposal for settlement, there are contra-affidavits submitted by the complainant and the defendant.

There are no communications submitted in argument and evidence regarding this controversy between the date of the contract, May 24, 1927, and July 7, 1927; there appears to have been no final demand made by the complainant for the delivery and no notice given of intention to "cancel" or buy for the defendant's account.

On July 7, 1927, the complainant arbitrarily, and without notice, cancelled the contract and charged the defendant for the amount of the difference between the purchase (contract) price and the price for which the complainant presumably sold; in addition, the cost of cancellation with the parties to whom the complainant had sold the two cars of oats.

The handling of this transaction appears to have been unusual and arbitrary to the extent of having denied the defendant the privilege of self-protection in endeavoring to make deliveries against the contract.

The defendant evidenced dilatory methods in completing, or undertaking to complete the contract, leaving it liable for loss that might be incurred by reason of non-delivery.

There is no evidence submitted to establish the market value of a class of oats called for by the contract or on a basis of such quality; it is, therefore, necessary to rely upon sales prices in comparison with the contract in consideration.

From the complainant's purchase (invoice offered in evidence) to fill one car called for by the contract, it appears there were sellers willing to deliver oats that would apply on the contract in controversy at \$1.92½ per cwt.

It would, therefore, appear that the full amount to fill the defendant's contract might as well have been secured at the same value, leaving the defendant responsible for the difference between the sale price (\$1.86 per cwt.) and the apparent market price (\$1.92½ per cwt.) on final settlement.

This committee concludes, therefore, that the defendant becomes liable for the actual loss suffered by the complainant by reason of non-delivery, which amounts to 6½¢ per cwt. on 160,000 pounds, the amount of the contract, making a total of \$104.00; cost of arbitration assessed to the defendant on claim No. 1.

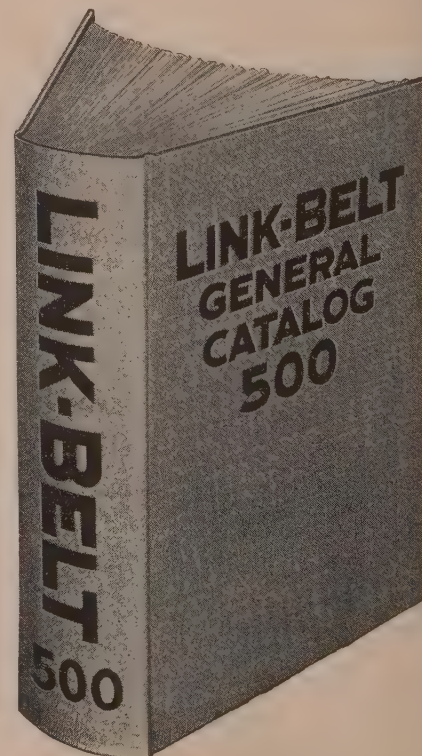
### Link-Belt Company's Catalog and Data Book.

If the amount of usable information put into a general catalog is any criterion of its worth, then the Link-Belt General Catalog 500, published by Link-Belt Company, is a good example of what an informative general catalog should be.

It consists of 1088 pages and not only covers in engineering data and list prices, the complete chain, sprocket, power transmission, elevating and conveying and engineering divisions of that company's business, but contains considerable data for which the engineer has use.

In developing this book, it was evidently the company's purpose not only to make its contents of engineering information so ample that engineers might design plants of a standard character without their aid, but also to supply price lists so complete as to enable the experienced buyer to determine net prices of his purchases.

The book is admirably arranged to serve these purposes. In addition to being an unusual engineering catalog, it is a text book of the conveying, elevating and chain transmission art.



### Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.



# Fire Losses Excessive in Feed Factories

From Address Prepared by Eugene Arms, Mgr., Mutual Fire Prevention Bureau, for American Feed Manufacturers' Convention

I do not mean any reflection whatever on you when I say that the fire loss record of the feed manufacturing industry is bad. The wonder to me is that it is not worse. The very combustible and explosive nature of your product, the fire hazards of your processes of manufacture, and the lack of incentive from a purely commercial standpoint to keep your plants clean, all combine to add to the loss.

Fire is a positive result of a definite cause. The causes of fire are known, and the greater number of possible causes brought together in one plant the greater the probability that the fire will occur. I have said that these fire causes are known, and not only that, there is a known remedy for practically every cause. Some of these remedies are economically impractical. The cure might destroy the plant commercially as effectively as a fire would destroy it physically, but in the main the fire precautions which are advocated will benefit the plant commercially.

Feed mills have almost as bad a record of dust explosions as starch factories. I do not need to recall to your mind the serious explosions that have occurred. Price and Brown, of the United States Department of Chemistry, in their book on Dust Explosions, list thirty dust explosions in feed and cereal mills, resulting in loss of life in one instance of thirty-three with injury to eighty, and loss of property in another instance of \$2,000,000.

**Sprinklers Disabled by Dust Explosions.**—In a recent instance a rather minor explosion of dust occurred, but it was of sufficient intensity to break off the main riser of the sprinkler system and at the same time scatter fire to nearly every part of the mill. With the sprinkler system crippled and the plant on fire on every floor, there was not a chance of saving it. The National Ass'n of Sprinkler Equipment Manufacturers sends out every year a list of sprinkler failures and the causes. It is significant that feed mills have a bad record of sprinkler failures, due entirely, it would seem, to the explosions and flash fires which either disrupt the system or scatter the fire to so wide an area that all sprinkler heads open.

**Cleanliness** is the first essential to a fire-safe feed manufacturing plant.

**Bearings.**—The old type of flat bearing is obsolete from an operating standpoint. It is too

expensive on power. Many plants faced with the necessity for an increase in their power unit have answered their problem with anti-friction bearings at a very much less original cost and, of course, a lower operating cost. The latest types of anti-friction bearings—either ball bearing or roller bearing—are found to be economical and adaptable to practically every location in a feed mill.

**Slipping belts** cause many feed mill fires, nearly all of which occur at the head pulley of the elevator leg. A choke-up occurs and is not detected. It only takes a few moments for the head pulley to get hot, set the belt on fire, burn the belt in two and set fire to the leg. Proper construction of elevator boots will eliminate choke-ups to a large extent, but, if a leg gives trouble, lag the pulley with rubber lagging and use a rubber belt. In the first place, such a combination will practically tear the belt in two before it will permit the belt to slip. Also, nearly any hook-up of electric power will be kicked out by the increase in power required to slip the belt and then, if it does finally slip, no fire will result.

Line shafting often contacts with wood at the elevator head. This is easily remedied by raising a slight lip on the shaft at the point where it passes thru the side of the head, so that the shaft will clear its own path.

**Keep Metal and Stones Out of Machinery.**—A serious cause of friction is metal or stones passing thru grinding machinery. The method of separation of foreign material from the grain must be determined for each individual type of machine, and for the stock to be ground. Regardless of other preparation of the stock for grinding, it should pass last of all over either a pneumatic or magnetic separator. Where practical, pneumatic separators are preferable because they remove the stones as well as the metal. The horseshoe magnet type of separator is of doubtful value. It is not sufficiently positive in its action. There are on the market several types of magnetic separators which are an improvement over the traveling belt type. These have either plates or pulleys which are positively charged by a small generator which is a part of the machine.

By the use of the best type of separator the cost of replacement of rolls, plates or knives in the grinder is reduced to the extent that its use is economical. Several manufacturers claim that their machines will grind wire nails or horseshoes without causing fire, and tests would seem to prove that they are right, but the one real test is the operation of all their machines. Just the other day a machine which the manufacturer had claimed could not cause an explosion did, the operator was badly burned, and the plant partially destroyed. It could not be determined just what happened, but the metal collector in connection with a hammer mill exploded, and it is assumed that the spark must have come from the mill in some way, although the screen was found to be intact. I do not mean to infer that the hammer mill is more dangerous than other types. Possibly it is the safest type of grinder, but my point is that all types of grinders cause fires, and every precaution must be taken.

**Friction**, let me repeat, causes 40% of all feed mill fires. Anti-friction bearings, magnetic or pneumatic separation and care in the maintenance of machinery would prevent practically all of that loss.

**Electrical Hazard.**—Because of the dust that is always present in the air to a greater or less degree, the use of electricity for either light or power presents more fire hazard to the feed manufacturing plant than to nearly all other industrial plants. There is scarcely a location in a feed mill where dust does not tend to accumulate in dangerous quantities on the windings of the open type motor.

Dust does three things to a motor. It cakes in the windings, draws the oil from the bearings out onto the insulation of the windings and rots the rubber. The result is usually a short circuit and a burned out motor. Dust accumulates on the windings and interferes with the dissipation

of heat, and the result on a heavily loaded motor may be a hot motor and finally a breakdown in the windings and fire. The third effect is on the bearings.

Motors equipped with bearings that are not dust-proof accumulate dust in the bearings, and the result may be, and often is, bad lubrication and eventually fire.

**Ventilated, Fully Enclosed Motors.**—Practically every manufacturer of electrical equipment has, during the past two years, brought out an entirely new line of electric motors designed particularly for the needs of your plants. These new motors are fully enclosed, self ventilated types, with dust-proof anti-friction bearings, and, in our opinion, they are absolutely safe from fire.

**Spontaneous Combustion.**—During the recent floods in Maine the government was called in to advise the farmers how to save their barns. As the water receded the hay in mows began to heat, several barns burned.

**The oat crop** in Illinois and Indiana last year was particularly bad. The oats were wet and full of foul material. Many elevators burned from a cause that could not be determined, but all originated in about the same way and pointed to spontaneous combustion in wet oats. Later the proof that this must have been the cause became positive in at least three instances. Fire was discovered in the center of the oats in bins, and in these three cases was extinguished without destruction of the elevators.

Spontaneous combustion in dairy feeds is of more particular and direct interest to you gentlemen. Corn gluten, brewers' feeds, distillers' grains and molasses feeds are all serious fire hazards when they contain an excessive amount of moisture.

**Excessive moisture** is the direct cause for heating feeds. A small amount of wet feed in a bin may start the fire, or a high moisture content in the entire bin may do it. Feeds will take moisture from the air under certain conditions, and it is not enough, therefore, that all feeds be examined for moisture content at the time they are stored. They must be tested regularly and frequently while in storage. Sacks should be so piled that one surface of each sack is exposed to the air. Storage in bulk should be tested regularly by iron rods or thermometers let down into iron pipes. If there is any smoke or evidence of fire, the feed should be removed from the building at once.

There has been a tremendous enlargement of government interference in the private liberties and lives of our citizens. The whole relation of the American citizen to his government has undergone a profound change. Political bureaucracy is growing like a weed. In every case it involves increased political personnel, increased expenditure, increased taxes and diminished initiative and opportunity for the individual.—Hon. C. A. Eaton.

President Coolidge has proved a bullwark, protecting the country against outrageous appropriations and unsound legislation, the worst of which was the McNary-Haugen bill. A general bureaucracy is the goal sought by certain socialistic types of politicians. A bureaucracy controlling all agriculture would prove a real triumph for them, and such a bureaucracy the bill would set up.—L. L. Winters.

## Free Protection

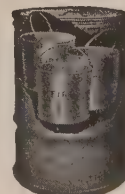
Have you ever taken into consideration that you can equip your elevator with lightning rods, and the savings effected in the cost of insurance will pay for the installation?

The Dodd System of Lightning Protection is better protection plus. Ask your insurance company.

We will gladly give you estimate for rodding all your buildings.

**Dodd & Struthers**  
Des Moines, Iowa

## FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

**Carbondale Fire Protection Co.**  
Carbondale, Penn.



## Feed Grinder

### Well Equipped Feed Plant at Perry.

A decline in grain offered for shipment and an increasing demand for feedstuffs induced Treeman & Munger of Perry, Okla., to contract with their two competitors at that point, selling their rights to buy grain for shipment during a period of five years. This was done last February. Thereupon they immediately set about converting their old elevator property into a feed mixing and manufacturing plant. This done they started doing local grinding and manufacturing their own brand of feeds.

Their plant now has storage capacity for about 5,000 bus. in four large bulk storage bins. These are served by a pneumatic truck lift, dumping into a pit leading to the boot of the elevator leg, which is operated from line-shafting. Spouting leads to eight bins in the mill portion of the building connected, or connectable, with the grinding and mixing machinery. Two of these bins are directly connected with the hopper of the mill thru spouting fitted with magnets to remove any iron which may get past the weary eyes of the mill man. Five of the bins empty into a 100-bu. hopper suspended on a Fairbanks scale so that proportions of ingredients can be accurately measured for grinding and mixing. One of them spouts to a Monitor grain and seed cleaner.

The weighing hopper spouts into the mill or into the boot of a grain elevating leg for elevation to bins or to the batch mixer.

A Williams hammer mill sets in the basement. Grain can be dumped into the receiving pit, elevated and spouted to its hopper. A second pit fitted with an air-lift and chain drag is provided for handling ear-corn. Meal can be run back into the farmer's wagon thru service spouts from the collector, sacked or run into any of the five bins previously mentioned as serving the weighing hopper.

Feed is mixed thru a 1,000-lb. Sprout-Waldron vertical batch mixer, from which it is run into sacks or into the boot of a meal leg for elevation to service bins.

A corn sheller is provided for ear corn when it is not desired that the corn and cob be ground together. All the machinery is operated thru line-shafting run by a 25 h. p. electric motor.

Treeman & Munger now manufacture their own poultry mash, scratch feed and dairy feed, as well as handle concentrate ingredients such as tankage, cottonseed meal, linseed meal, dried buttermilk, salt, mineral mixtures and similar items. They plan other improvements, probably the addition of another mill, a corn crusher and a packer for sacking milled products.

**Rates:** The mill operates on a sliding scale of 5 cents to 2¾ cents per k. w. Grinding rates are 10 cents per 100 lbs. on shelled corn, and threshed kafir and milo maize, 20 cents on ear corn, wheat and oats, 25 cents on head stuff, such as kafir and milo heads, and 50 cents on reducing alfalfa hay to alfalfa meal.

Sometimes the farmers want their formulas mixed right thru the mill, believing this does a sufficiently good job of mixing. Others want it run thru the batch mixer. In the later case a charge of 10 cents for 100 lbs. is charged for the mixing.

The Monitor cleaner is used for cleaning seed and for grading and separating cracked corn for chick scratch and regular poultry scratch. When it is used for cleaning seed for farmers or local seed patrons, a charge of 5 cents a bu. is made.

A Ford ton truck is used for local delivering. The country is so well supplied with local freight truck lines, that most of the trucking to other towns is handled thru them.

Treeman & Munger also do an extensive wholesale and retail business in garden and field seeds and nursery stock. The section where they are located is highly diversified, practically every farmer raising stock and poultry, as well as depending upon the products of the soil. Grain farming is extensive but is not confined to one grain—wheat, oats, corn, kafir and maize, and hay being raised in large quantities. The firm is composed of R. W. Treeman and Thomas O. Munger.

By this time it should be obvious that all the licensing and regulating of dealers that has taken place has not made the farmers rich, and it is not probable that further regulation will be any more efficacious. The cost of all this regulation, it cannot be forgotten, bears less heavily upon the consumer than upon the producer. As the costs of doing business rise, and they must rise under a system of rigid licensing and supervision, the charge is going to be passed back to the farmer in the form of lowered prices.—Chicago Tribune.

## Feedstuffs

**Springfield, Ill.**—The Model Flour & Feed Co. has filed notice of dissolution.

**Beaumont, Tex.**—The Beaumont Rice Milling Co. will erect a \$10,000 mill addition.—P.

**Boston, Mass.**—A. W. Benner has joined the staff of Park & Pollard, feed manufacturers.

**Elizabeth City, N. C.**—N. G. Gandy & Co. have been incorporated for \$100,000 to do a feed business.

**Sioux City, Ia.**—The Kay-Dee Feed Co., incorporated; capital stock, \$25,000; to deal in livestock feed.

**Lonaconning, Md.**—The Prichard Co., Inc., of Frostburg has taken over the Lonaconning Milling Co.

**Eaton Rapids, Mich.**—The Basic Feed Co. has rented the Mix Bldg., and will use it as a distributing point.

**Black Mountain, N. C.**—The Sloan Feed & Fertilizer Co. has been organized and incorporated for \$50,000.

**Charlotte, Ga.**—The Piedmont Feed Mills will build a three-story plant for the manufacture of mixed feeds.

**Ada, Okla.**—The Choctaw Cotton Oil Co. is building a feed mill. P. A. Norris is general manager of the company.

**Darien Center, N. Y.**—The feed mill of Rapp Bros. was robbed of \$180 recently. When employees came to work in the morning.

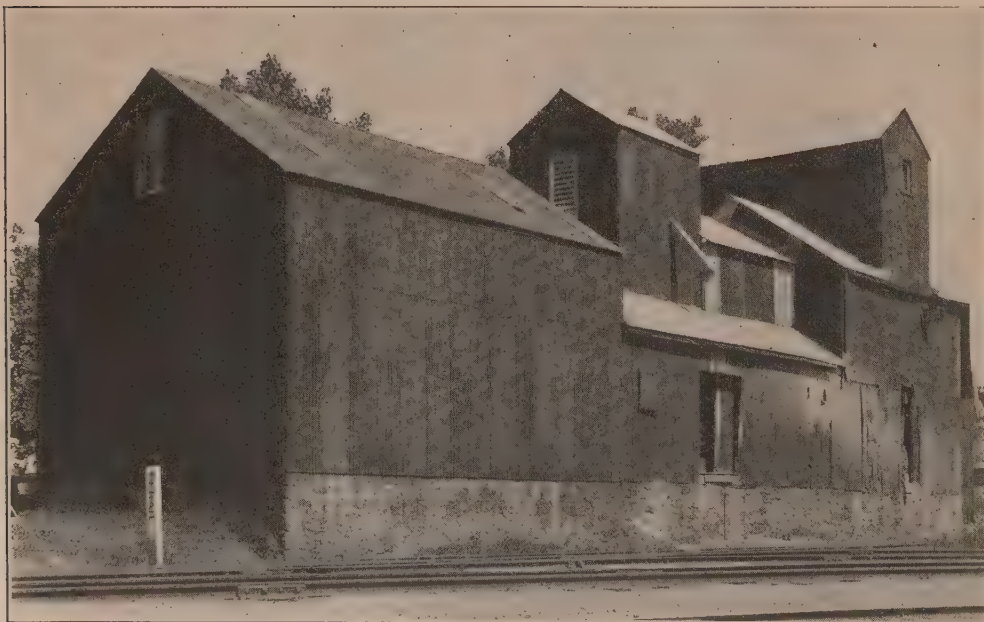
**San Angelo, Tex.**—The Texas Stockmen's Supply Co. plans to establish a plant this summer for the manufacture of dairy feeds.

**Jonesville, N. C.**—The Riverside Mfg. Co., incorporated; capital stock, \$50,000; by R. G. Smith of Elkin, C. C. Tharpe of Ronda, and others; to manufacture stock feeds.

**Chester, Ill.**—The Herman F. Wright Mills, Inc., incorporated; capital stock, \$50,000; to manufacture feed, etc.; by Herman F. Wright, J. W. Beare, and A. L. Gilster.

**Carver, Minn.**—The American Barley Co. has bot the Carver Elvtr., for many years the property of John Funk, and will convert it into a poultry and dairy feed mixing plant.

**Plainview, Tex.**—The Board of City Development is asking firms engaged in feed grinding to meet with the board to discuss the manufacture of mixed feeds out of alfalfa.



Treeman & Munger's Feed Elevator at Perry, Okla.

## "Feeds and Feeding"

ILLUSTRATED  
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

**Grain Dealers Journal**  
309 S. La Salle St., Chicago, Ill.



ing they found the safe blown open and the contents missing.

**Chicago & Alton Railroad Co.'s Supplement No. 1 to Tariff No. 1620-H, Ill. C. C. No. 868, effective June 30, 1928, increases rate on mixed live stock feed and poultry feed from East St. Louis to Aurora, Ill.**

**Changes in rates on cottonseed hulls and meal between points in Illinois is provided by the Mobile & Ohio Railroad Co.'s Supplement No. 18 to Tariff No. 69090, Supplement No. 15 to Ill. C. C. No. A-94, effective June 25, 1928.**

**Tecumseh, Neb.**—Representatives of the Chamber of Commerce discussed plans for locating a feed and flour mill in Tecumseh recently with J. J. Mills of Perry, Okla.; a machinery company representative, and Chas. Dennis of Lincoln, Neb.

**Cincinnati, O.**—The ThoroBread Co., manufacturers of ThoroBread Dog Biscuits, recently installed a new oven. ThoroBread has the unique distinction of having a record for three successive months recently of over 80 per cent repeat business.—The Early & Daniel Co.

**Kosciusko, Miss.**—Ground has been broken for the laying of the foundation of the feed mill of the Attala Products & Milling Co. A charter for the erection of this plant was granted several weeks ago, a site was secured, and local capital was subscribed to supplement that of those interested in the project.—P.

**Minneapolis, Minn.**—Joseph Radlik, aged 46 years and the father of eight children, was suffocated under several tons of screenings at the plant of the International Sugar Feed Co. recently. He started the screenings flowing into a hopper, lost his balance and fell. He was discovered an hour later by fellow workmen who dug him out.

**New Orleans, La.**—D. R. Bertaut of Crowley, La., was elected pres. of the Rice Millers Ass'n at its annual meeting here. Edgar B. Roy, Stuttgart, Ark., Fred W. Rickert, New Orleans, and Adolph Pfeffer, Houston, Tex., vice-pres.; F. B. Wise, sec'y-treas.; R. L. Webber, ass't sec'y-treas. The convention next year will be held in Galveston, Tex.

## Vitamin B Split Into Three Parts.

Vitamin B is really triplets. The well-known food factor has been separated into three parts, each of which has different effects, according to a report by Charles H. Hunt of the Ohio Agricultural Station at Wooster.

Two of the vitamins when fed together cause a moderate rate of growth. When fed alone each of these two causes only a slight increase in growth for a short time. The third, found in the residue from which the other two had first been separated, causes when used alone only slight growth for a short period after which there is a decline. When this vitamin is added to the two others the excellent growth associated with the original vitamin B results.

Further tests showed that this third vitamin has all the characteristics of a vitamin in addition to being able to stimulate the other two so that they cause greater growth than when used alone.

**The South African 1927-28 corn crop** was estimated at 77,397,000 bus., according to the International Institute of Agriculture. This is the second largest crop on record and compares with 65,059,000 bus. last year.

**New York, N. Y.**—A plan of reorganization for the Metal Exchange, designed to make it an important factor in the metal world and to bring to New York much of the trading now carried on in London, has been announced. The plan includes trading in futures and the new exchange would also have a clearing house.

## Fire Hazard in Feed Grinders.

In the grinding of grains the two greatest fire hazards are the presence of tramp metal in the grain itself and the operation of the grinding unit empty, that is, without any raw product being fed to the mill. The latter cause is a serious one in mills having plates run close together for fine grinding. This danger does not exist in any swing hammer type mill for the clearance between the grinding elements is great and does not change with the fineness desired in the ground product.

The swing hammer mill offers the following safeguards against fire arising from the presence of tramp metal in the grinding chamber. It might be well to note here that there is always a possibility of metal getting into the grinding chamber even tho the incoming raw material is passed over a magnetic separating device for the reason that the magnets have no attraction for many metals such as brass, copper, manganese steel, etc. In the first place, the flexible hammers of a mill such as the Jay Bee are free to swing back and pass large pieces of metal without putting any severe strains on the mill itself whereas the presence of tramp metal in many types of mills might easily cause the additional hazard of broken elements of the machine itself. The screen thru which the ground material of a hammer mill must pass offers the same safeguard against the passage of flame that is found on a miner's lamp where the flame is enclosed in a screen which prevents ignition to the explosive gases in which the lamp must operate.

A further safeguard is present in the Jay Bee Mill due to the fact that the fan is located some 17 inches above the discharge point of the ground material thereby causing a rarefied rather than a compressed atmosphere through which the ground product must be lifted before being put under pressure for further elevating by the fan.

If tramp metal gets into a Jay Bee Mill that is doing fine grinding thru a thin small hole perforated screen, the metal will quickly puncture this type of screen and drop to the lowest point of the suction chamber, which in this case is called the suction hopper, and remains there due to the inability of the fan to pick it up. This is a very effective protection and one which is easily proven by the fact that one can nearly always open the cleanout door and recover such things as nails, bolts, nuts, etc., in any Jay Bee Mill that has been in operation for a reasonable period of time. The ease with which a chunk of metal will puncture a fine screen prevents the tramp metal from staying in the grinding chamber long enough to become hot enough to ignite a dust laden atmosphere.

Of course, fire hazard is reduced materially as the ground product becomes coarser due to the fact that there is a greatly decreasing percentage of fine dust in the conveying air. The larger sized holes in the coarser meshes of screens may be punched in very much heavier metal and so we find that tramp metal occurring in the grinding chamber will not puncture the screens and will remain in the grinding chamber long enough to permit the operator to stop the mill and remove the partially broken up pieces.

If by chance a small piece of hot metal should be lifted to the fan of a Jay Bee Mill, it would have to be conveyed for a considerable distance in a cooling atmosphere of air and thence to a collector where it would be further cooled so that the chances are strong that this metal would be cooled below the ignition point before being deposited in the storage bin.

Many types of materials if heated during the grinding operation will continue to generate additional heat in the storage bin. Due to the fan action passing excess volumes of air thru material ground on the Jay Bee Mill, the material is delivered to the storage bins in a cool condition which will eliminate this chance of self-generated heat.

## New Feed Trade Marks.

**The Alfocorn Milling Co., St. Louis, Mo.,** has filed trademark Ser. No. 264,132, the letters "ALFOLAS," for mixing feed for stock.

**The Linseed Meal Educational Com'ite,** Milwaukee, Wis., has filed trademark Ser. No. 261,369. The mark consists of a triangle in which are printed the following: "Cheaper Gains, Prime Condition, Manurial Value, Triple Value, LINSEED MEAL," for linseed meal.

**In the corn borer war** the federal government will expend \$1,257,580 in scouting, quarantine and research. A school for scouts will be conducted the first 2 weeks in July on the government new 300-acre farm near Toledo, O.

**WE BUY  
SALVAGE GRAIN**  
and are in position to use any grade including the extreme wet, sour salvage  
**E. O. WHITE - Dana, Ind.**

**HIAWATHA GRAIN CO.**  
MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
**GROUND FEEDS**  
Straight Cars Mixed Cars  
Operating HIAWATHA MILL

**STANDARD COMMISSION CO.**  
**BROKERS**  
Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

**CHICK - FEEDS**  
Starting and Growing Mashers.  
**Emery Thierwechter Co.**  
Oak Harbor, Ohio

**WE BUY**  
**Grain & Seed Screenings**  
Bag lots or car lots. Send samples.  
**GEORGE W. YOUNG CO.**  
327 So. La Salle St., Chicago

**FAIRMONT'S**  
**Pure Flake**  
**Buttermilk**

9 Large Plants  
Excellent Service

**THE FAIRMONT CREAMERY CO. U.S.A.**  
OMAHA, NEBRASKA



### Central Retail Feed Dealers Meet in Milwaukee.

The Central Retail Feed Dealers Ass'n held its third annual convention at the Plankinton Hotel, Milwaukee, June 12-13, 250 manufacturers, jobbers, dealers and allied tradesmen attending.

W. E. Suits, pres. of the American Manufacturers Ass'n, spoke before the gathering on the topic "Mixed Feed Industry—Its Present and Future." Mr. Suits painted a rosy picture for the business, telling the dealers that they should prepare for this increase by applying modern methods of merchandising to

the retail feed business. Dealers were urged to go out and call on their farm trade and study the wants of the farmers.

A short play, "Four Thieves of Feed Profits," was given by a cast of ass'n members Tuesday afternoon.

Discussions were held by dealers on subjects of interest. D. W. McKercher of Wisconsin Rapids led the subject of "Importance of Working Capital"; W. J. McArthur of Elgin, Ill., that of "Delivering Feed to Farmers"; John A. Becker of Monroe, Wis., "Cost of Feed Grinding," and George Spear of Wyncona, Wis., "Cost of Feed Mixing."

W. A. Stannard, sec'y of the Eastern Federation of Feed Merchants, was the main speaker at the banquet held in the Sky Room of the Plankinton Hotel the evening of June 12. He spoke on ass'n work and the value of trade ass'ns, declaring that they were vital factors in bringing about better business conditions and practices.

J. H. Vint, commissioner of markets of Wisconsin, and sec'y of the ass'n, was toastmaster. The entertainment was provided by the Milwaukee Chamber of Commerce and was in charge of John Jouno. A dance followed the program of entertainment and talks.

Professors J. G. Halpin and G. Bohstedt of the University of Wisconsin conducted a feeding school on the morning of June 13. Dr. Bohstedt told of the proper feeding of pigs, and Prof. Halpin spoke on feeds for poultry.

David K. Steenbergh, Milwaukee, sec'y of


the ass'n, in his annual report said that nine district meetings had been held during the year. Local clubs have been organized at Neillsville, Wausau, Tomah, Madison and Beaver Dam, Wis., and Elgin, Ill.

Chas. Quinn, sec'y of the Grain Dealers National Ass'n, advocated compulsory arbitration in his address, outlining the plan which his ass'n uses and explaining the benefit it had been to the grain trade.

Officers elected were: F. Kern, Sparta, Wis., pres.; Gus Neitmann, Sullivan, Wis., vice-pres.; John A. Becker, Monroe, Wis., treas.; David K. Steenbergh, Milwaukee, sec'y. Mr. Kleckner was elected a director to fill the unexpired term of Mr. Kern. Other directors include D. W. McKercher, Wisconsin Rapids, Wis., who has two more years on the board, and M. A. Joshel of Geneva, Ill., who has one more year.

Ladies attending the convention were entertained at bridge-luncheon the first day by the Chamber of Commerce, the affair being in charge of Mrs. John Jouno. They attended the banquet that evening, and on the afternoon of June 13 were guests at a theater party.

Thomas D. Campbell, Montana, one of the country's largest individual farmers, calls the farm revolt a myth and declares practically all influential and substantial farmers endorse the President's veto of the M-H Bill.



**CONE-SHAPE GRINDERS**

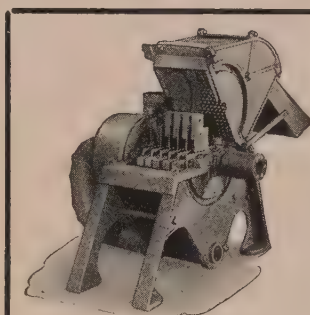
**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue.

**N. P. BOWSHER CO., SOUTH BEND, IND.**



Distributors Wanted

## AJACS Feed Grinders

are unexcelled for grain elevator or feed mill use. Remarkable capacities are being secured by users. Write for full details.

Manufactured by

**A. E. Jacobson Machine Works, Inc.**

1084 Tenth Ave. S. E.

Minneapolis, Minn.

## Coal Sales Book

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

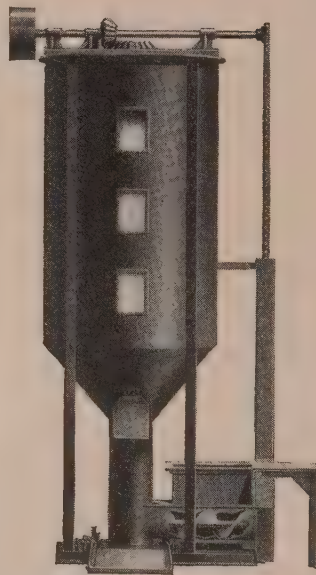
This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

**Grain Dealers Journal**

309 So. La Salle St., Chicago, Ill.

## HAINES COMBINATION MIXER



For the accurate and rapid mixing of dry feeds for stock and poultry.

All steel construction—requires minimum floor space and power — shipped ready to operate.

Convenient — Durable — Efficient.

Write for Bulletin G-10

**SALES REPRESENTATIVES WANTED**

**THE GRAIN MACHINERY CO.**

Marion, Ohio

**PRINTED, UNPRINTED BURLAP BAGS COTTON**

**NEW or SECOND-HAND NEW ORLEANS**

**MENTE & CO. INC. BAGS**

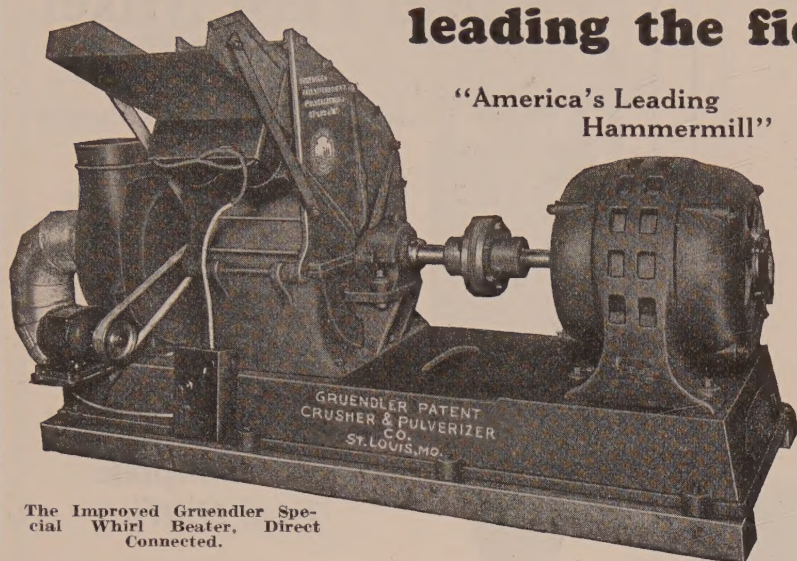
I. T. RHEA Pres.

SAVANNAH DALLAS



# Practical Plants—

leading the field in performance



"America's Leading Hammermill"

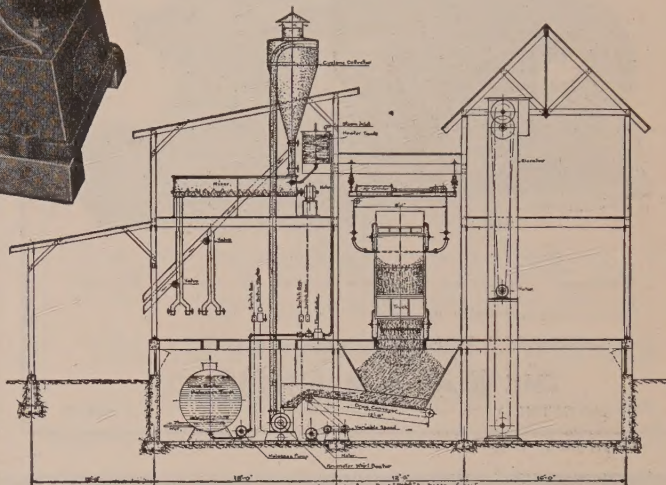
## The Gruendler Improved Whirl Beater

The Gruendler Improved Whirl Beater is the result of 44 years' experience in the manufacture of swing hammer grinders and represents the highest efficiency in grinding. It delivers greater capacity per horse power than ever attained. A built-in automatic spout magnet tramp iron catcher and a cast base are now furnished as standard equipment. It will pay you to investigate this grinder—it will place you in advance of competition.

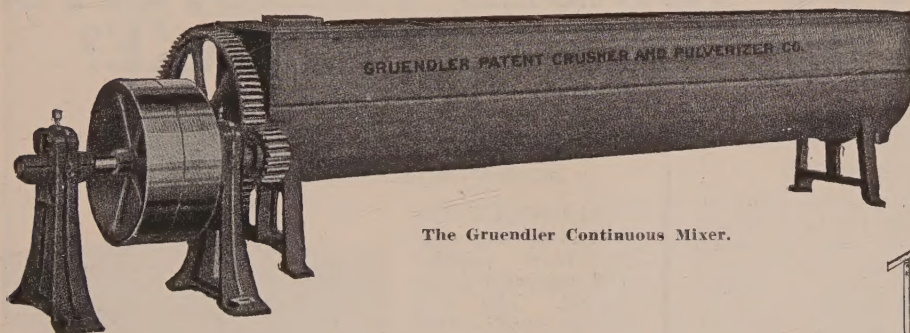
The Improved Gruendler Special Whirl Beater, Direct Connected.

## Gruendler Custom and Batch Mixing Plants

The Gruendler Custom Grinding and Mixing Plants are the most ideal installations. They enable you to handle the feeds in the most practical and economical manner. Mixing can be accomplished either dry or with molasses and with only one mixer. To meet the great demand for mixed feed, you can only afford the most practical equipment. The new Gruendler Stone Dump, which takes care of any number of sinks, is shown in the illustration.



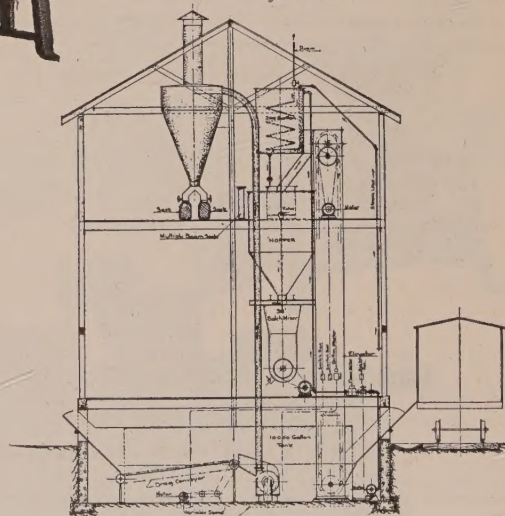
A Gruendler Custom Grinding and Mixing Plant.



The Gruendler Continuous Mixer.

## The Gruendler Batch and Continuous Mixer

With the large demand for mixed feeds, such as molasses feeds, where strength and thorough mixing is necessary, Gruendler Mixers are the most practical. Furnished with or without steam jacket.



A Gruendler Batch Grinding Mixing Plant

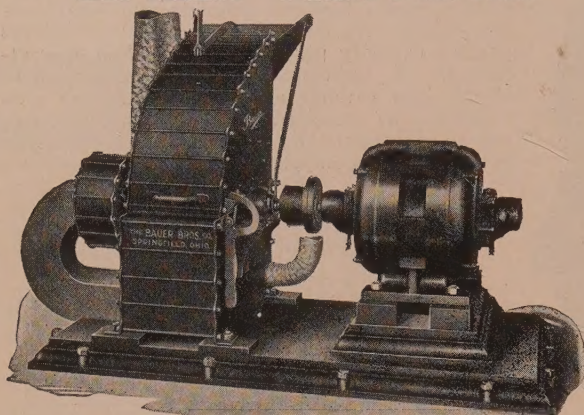
## The Gruendler Batch and Continuous Mixers

Hundreds of practical Gruendler feed plants are now in operation, equipped with Gruendler Grinders, Mixers, Feeders, Molasses Pumps, Conveying Elevators, Drags, etc. Our Engineering Department is at your service.

*Write for Descriptive Literature.*

**Gruendler Patent Crusher and Pulverizer Co.**  
St. Louis, Missouri



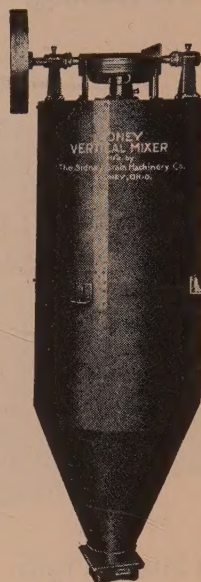
Established  
1878**Bauer**Established  
1878**HAMMER MILL**BELT DRIVE MOTOR DRIVE  
BALL BEARING ALEMITE LUBRICATION

All Steel Construction. Renewable Linings. For the elevator operator who wants durability and economical performance. One-piece steel Fan encased in steel. A Hammer Mill with trouble eliminated. Built with accuracy and precision characteristic of "Bauer" Attrition Mills.

Write for Catalogue

**THE BAUER BROS. CO.**  
SPRINGFIELD

OHIO

**New Improved  
Vertical Feed Mixer**

Mixes With Less Power  
Anti-Friction  
Roller Bearings  
Thorough Mix Quickly

Let Us  
Furnish and Install  
Your Complete  
Feed Outfit

Write for descriptive literature

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

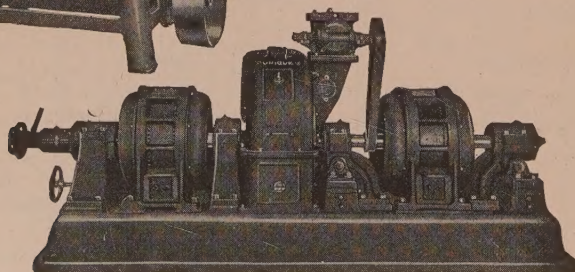
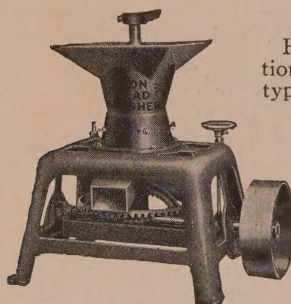
Complete Equipment for Grain Elevators and Mills.

**OF COURSE YOU HANDLE FEEDSTUFFS!  
BUT WHAT PROFIT DO YOU MAKE?**

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

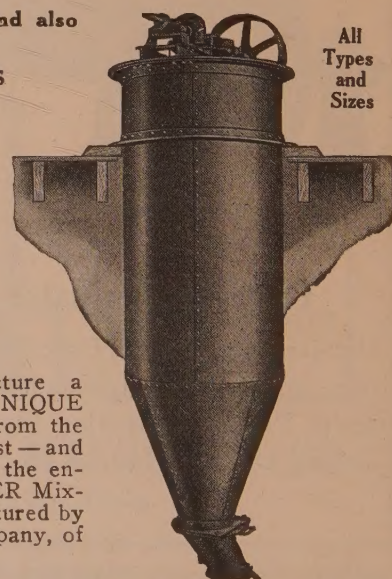
**FEED GRINDERS**

Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.

**FEED MIXERS**

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and have just taken over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.

All  
Types  
and  
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

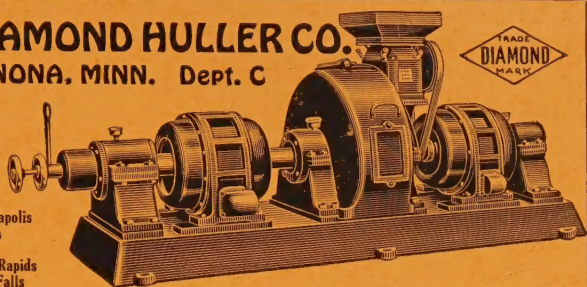
**ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.**  
CHICAGO OFFICE—222 W. ADAMS ST.



**DIAMOND HULLER CO.**  
WINONA, MINN. Dept. C



Minneapolis  
Omaha  
Fargo  
Cedar Rapids  
Great Falls



Ask for our large, illustrated Catalog and complete descriptions of Diamond Mills

## The Supreme Test of any machine is Performance

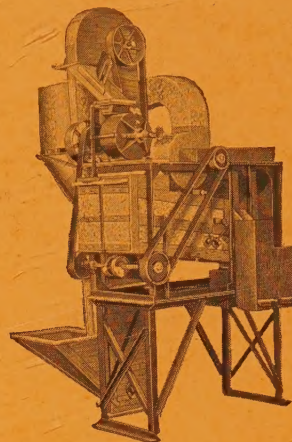
DIAMOND Ball Bearing Attrition Mills have given users perfect performance for 40 years. Made by skilled mechanics under the supervision of milling engineers and from the best materials obtainable. Be sure your next grinding mill is a

**DIAMOND**

*DIAMOND MILLS have a Service  
Record of 40 Years*

## HAINES CONCENTRATED DISC MILL

A grinding machine, a cutting machine, a grader and an aspirator combined in one.  
An indispensable unit for every elevator, mill and feed house.  
Compact—efficient—inexpensive.



Write for Bulletin G-10

**THE GRAIN MACHINERY COMPANY**  
MARION - OHIO  
SALES REPRESENTATIVES WANTED

## The Evidence

No testimony we can possibly offer of the value of the Superior Batch Mixer to millers is as convincing as the following statement of their patronage:

60% more Superiors were sold in 1925 than in 1924

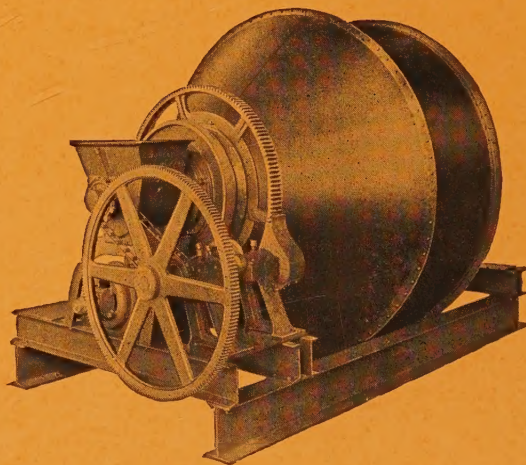
64% more Superiors were sold in 1926 than in 1925

65% more Superiors were sold in 1927 than in 1926

100% more Superiors were sold the first three months of 1928 than in the corresponding months of 1927

1928 will be another Superior year

If you don't know about this profit-making batch mixer, the coupon offers an easy way of getting acquainted.



**Munson Mill Machinery Co., Inc.**

Established 1825

Utica, N. Y.

Representatives: Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Ia.;  
A. D. Hughes & Co., Wayland, Mich.

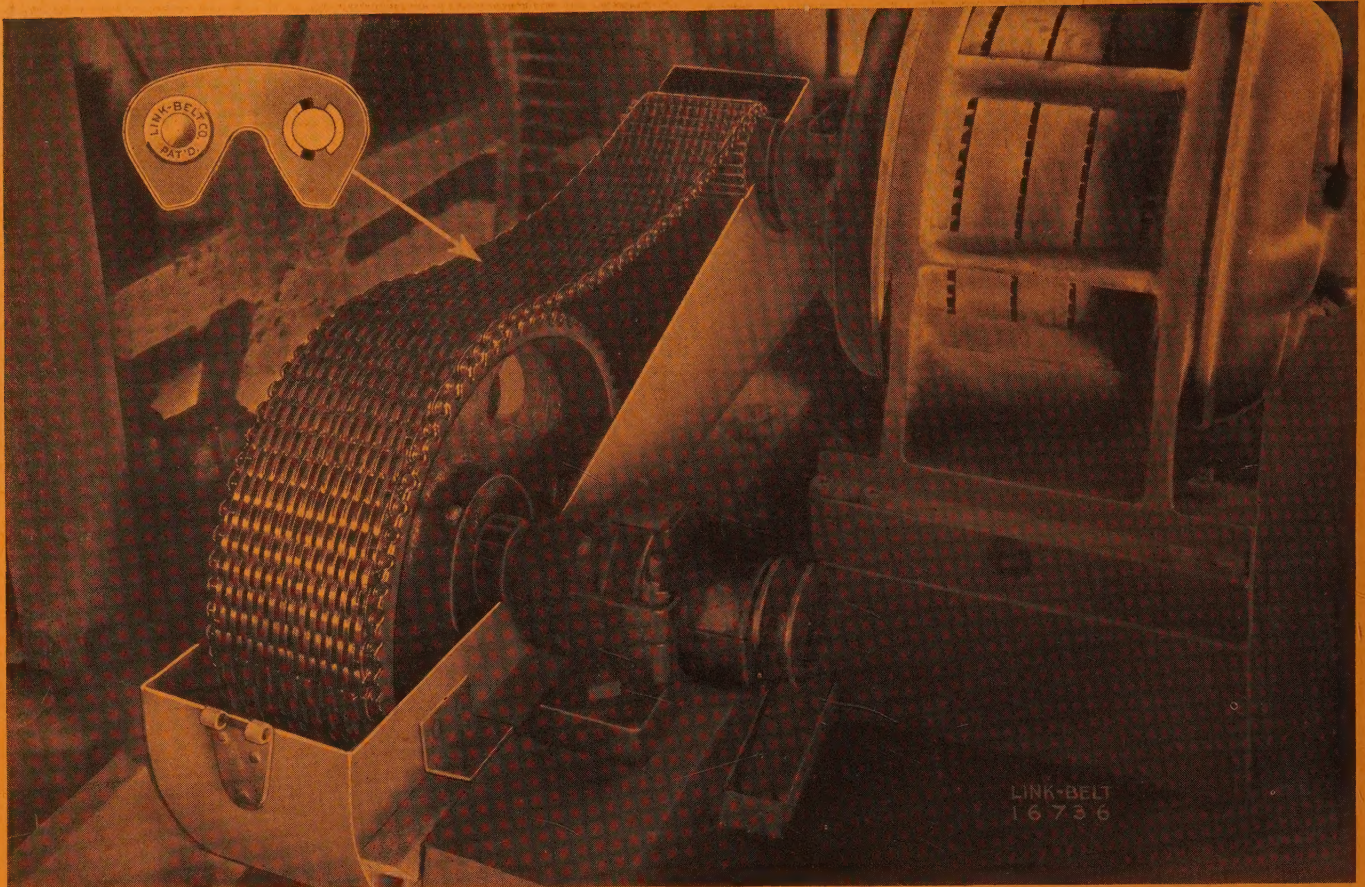
MUNSON  
MILL  
MACHINERY  
—CO.—  
Utica, N. Y.

Send Catalog of Superior Batch Mixers.

Address .....

Name .....





25 H. P. Link-Belt Silent Chain Drive at the Liberty Elevator of the Liberty Mills Company, San Antonio Texas

# The Efficient Way to Harness Power to the Machine

**Flexible as a Belt—Positive as a Gear—More Efficient than Either  
98.2% efficient on actual test**

**L**INK-BELT Silent Chain Drives are made in sizes from  $\frac{1}{4}$  to 1000 H. P. and over. Drives  $\frac{1}{2}$  to 15 H. P. carried in stock in many

cities. Send for a copy of our Silent Chain Data Book No. 125; also a copy of our Stock List No. 725.

## LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

CHICAGO, 300 W. Pershing Road

Ashland, Ky. - 100 W. Winchester Ave.  
Atlanta - 511 Haas-Howell Bldg.  
Baltimore, Md. - R. 800, Maryland Trust Bldg.  
Birmingham, Ala. - 229 Brown-Marx Bldg.  
Boston - 1103-4 Statler Bldg.  
Buffalo - 554 Ellicott Square

Charlotte, N.C. - 909 Commercial Bank Bldg.  
Cincinnati - 419 Union Central Bldg.  
Cleveland - 527 Rockefeller Bldg.  
Dallas, Texas - 1221 Mercantile Bank Bldg.  
Denver - 520 Boston Bldg.  
Detroit - 5938 Linsdale Ave.

Huntington, W. Va. - Robson-Prichard Bldg.  
Kansas City, Mo. - R. 436, 1002 Baltimore Ave.  
Louisville, Ky. - 349 Starks Bldg.  
Milwaukee - Room 1403, 425 E. Water St.  
Minneapolis, Minn. - 418 S. Third St.  
New Orleans, La. - R. J. Tricon Co., 611 S. Peters St.

PHILADELPHIA, 2045 Hunting Park Ave.

New York - 2676 Woolworth Bldg.  
Pittsburgh - 335 Fifth Ave.  
St. Louis - 3635 Olive St.  
Utica, N. Y. - 131 Genesee St.  
Wilkes-Barre - 826 Second Nat'l. Bank Bldg.

H. W. CALDWELL & SON CO.—Chicago, Western Ave., 17th and 18th Sts.; New York, 2676 Woolworth Bldg.

LINK-BELT MEESE & GOTTFRIED CO.—San Francisco, 19th and Harrison Sts.; Los Angeles, 361-369 S. Anderson St.; Seattle, 820 First Ave., S.  
Portland, Ore., 67 Front St.; Oakland, Calif., 526 Third St.

In Canada—LINK-BELT LIMITED—Toronto; Montreal; Elmira; Ont.

3065-A

# LINK-BELT

## SILENT CHAIN DRIVES